

Set	Items	Description
S1	3477	NEGOTIAT? OR BARGAIN? OR HAGGLE? OR (SOLICIT? OR ACCEPT? OR REVIEW?) (4N) (OFFER? OR BID? ?)
S2	2050	(FIND? OR SEEK? OR MINE OR RETRIEV? OR SEARCH?) (5N) (BEST? ? OR LOWEST? OR BETTER? OR LEAST? OR CHEAP?)
S3	6423	WWW OR WORLD()WIDE()WEB OR WEBSITE? OR WEBPAGE? OR WEB() (SITE? OR PAGE?) OR ECOMMERCE? OR ETAIL? OR (ELECTRONIC? OR DIGITAL? OR VIRTUAL? OR ONLINE? OR ON()LINE) (4N) (SALE? OR RETAIL? OR SHOP?)
S4	41	(REVERSE? OR DUTCH? OR VICKRY OR VICKERY) (S) (AUCTION? OR BID OR BIDS OR BIDDING)
S5	81	AU=(YUEN H? OR YUEN, H?)
S6	0	S1 AND S2 AND S3
S7	21	S2 AND S3
S8	1	S1 AND S2
S9	60	S1 AND S3
S10	0	S2 AND S4
S11	3	S1 AND S4
S12	3	S3 AND S4
S13	0	S5 AND (S1 OR S4)
S14	35	S2 AND (AUCTION? OR BID? OR OFFER? OR HAGGLE? OR BARTER? OR NEGOTIAT?)
S15	0	S5 AND S2
S16	27	S1(S)S3
S17	86	S7 OR S8 OR S11 OR S12 OR S14 OR S16
S18	25	S17 AND IC=G06F-017/60
S19	25	IDPAT (sorted in duplicate/non-duplicate order)
S20	23	IDPAT (primary/non-duplicate records only)
File 344:CHINESE PATENTS ABS APR 1985-2001/Sep		
(c) 2001 EUROPEAN PATENT OFFICE		
File 347:JAPIO OCT 1976-2001/JUN(UPDATED 011001)		
(c) 2001 JPO & JAPIO		
File 350:Derwent WPIX 1963-2001/UD,UM &UP=200161		
(c) 2001 Derwent Info Ltd		

20/5/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2001 Derwent Info Ltd. All rts. reserv.

014053027

WPI Acc No: 2001-537240/200160

XRPX Acc No: N01-399054

On-line reverse auctioning method via Internet, by executing secret reverse auctioning process between buyer and selected vendors over website if buyer selects secret offer mode

Patent Assignee: NEED2BUY.COM INC (NEED-N)

Inventor: FRIEDMAN M S

Number of Countries: 089 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 10019244	A1	20010613	DE 1019244	A	20000418	200160 B
JP 2001175769	A	20010629	JP 2000118681	A	20000419	200160
WO 200141526	A2	20010614	WO 2000US10404	A	20000418	200160
AU 200042498	A	20010618	AU 200042498	A	20000418	200161

Priority Applications (No Type Date): US 99458624 A 19991210

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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DE 10019244	A1		25	G06F-017/60	
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JP 2001175769	A		16	G06F-017/60	
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WO 200141526	A2	E		G06F-017/60	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200042498	A			G06F-017/60	Based on patent WO 200141526
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Abstract (Basic): DE 10019244 A1

NOVELTY - A buyer connects with a **website** and generates a price inquiry for a certain product sold over the **website** . The buyer votes for a mode for a **reverse auctioning** , inclusively either an open offer mode or a secrete offer mode. If the buyer selects the open offer mode, an open **reverse auctioning** process is executed between the buyer and the selected vendor over the **website** .

DETAILED DESCRIPTION - If the buyer selects the secret offer mode, a secret **reverse auctioning** process is executed between the buyer and the selected vendors over the **website** . An INDEPENDENT CLAIM is also included for a **website** system for executing a **reverse auctioning** via the Internet.

USE - For buying and selling products via Internet.

ADVANTAGE - Provides electronic exchange system which is suitable for buyers of basic parts, such as electronic components, and which provides buyer with maximum flexibility when controlling deposit of request for quotation and the **reverse auctioning** process.

DESCRIPTION OF DRAWING(S) - The figure is a system diagram of an electronic exchange system. (Drawing includes non-English language text)

pp; 25 DwgNo 1/6

Title Terms: LINE; REVERSE; METHOD; EXECUTE; SECRET; REVERSE; PROCESS; BUY;

SELECT; VENDING; BUY; SELECT; SECRET; OFFER; MODE

Derwent Class: T01; W01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): H04L-012/00

File Segment: EPI

20/5/2 (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014051742 **Image available**

WPI Acc No: 2001-535955/200159

XRPX Acc No: N01-398053

Communication network based on-line auction administering method for item on website, involves offering discount on auction item that is redeemed at merchants, to losing bidders

Patent Assignee: MABOOL.COM INC (MABO-N)

Inventor: MANDELBAUM E; RABINOWICH E

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200122326	A1	20010329	WO 2000US26043	A	20000922	200159 B
AU 200140210	A	20010424	AU 200140210	A	20000922	200159

Priority Applications (No Type Date): US 99401446 A 19990922

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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WO 200122326	A1	E	19 G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200140210	A		G06F-017/60	Based on patent WO 200122326
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Abstract (Basic): WO 200122326 A1

NOVELTY - A limited number of item to be auctioned are posted on the website. Multiple bids for the item are accepted to determine winning and losing bidders. The losing bidders are allowed to receive discount on the auction item that is redeemed at multiple associated merchants.

DETAILED DESCRIPTION - An unique discount identifier is provided to the losing bidders to obtain discount on auction item. Unique electronic coupons that can be accessed and printed by using bidders are posted on the website. Unique electronic coupons are provided to the losing bidders through e-mails. INDEPENDENT CLAIMS are also included for the following:

(a) On-line auction administering system;

(b) On-line auction administering program

USE - For administering communication network based on-line auction of item on website over internet.

ADVANTAGE - Auction items may be grouped by general item categories so as to allow potential bidder to quickly find the type of item he/she is interested in bidding on.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of auction administering system.

pp; 19 DwgNo 1/3

Title Terms: COMMUNICATE; NETWORK; BASED; LINE; AUCTION; ADMINISTER; METHOD ; ITEM; OFFER; DISCOUNT; AUCTION; ITEM; MERCHANT; LOSE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

20/5/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014037838

WPI Acc No: 2001-522051/200157

XRPX Acc No: N01-386918

An on-line system for configuring, pricing and ordering a distribution transformer over the Internet has a web site containing information on transformers to allow a user to specify a transformer for construction and delivery

Patent Assignee: ABB POWER T & D CO INC (ALLM)

Inventor: AVERY R N; EL HADIDI T; GOODLING J; ZHU G

Number of Countries: 022 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200148639	A1	20010705	WO 2000US35268	A	20001227	200157 B

Priority Applications (No Type Date): US 99173394 A 19991228

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200148639	A1	E	60	G06F-017/30	
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Designated States (National): BR CA US

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
MC NL PT SE TR

Abstract (Basic): WO 200148639 A1

NOVELTY - An external user accesses the **web site** and is able to conduct a **negotiation** and production process to produce a transformer meeting specific requirements. The production process may also be automated to minimize cycle time and the number of people required to satisfy a user's requirements. Interactive tools may be used and the user is presented with information about manufacturer's design data to enable a suitable device to be selected and ordered at an agreed price. The user may ask for a quotation whereupon the system will determine the manufacturing cost of the specified transformer and quote a price to the user.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is included for a method for creating an on-line request for a quote for a distribution transformer.

USE - On-line ordering of distribution transformers.

ADVANTAGE - Simplifies the ordering, manufacturing and purchasing of transformers which can be done at lower costs with fewer people and more quickly.

pp; 60 DwgNo 0/25

Title Terms: LINE; SYSTEM; PRICE; ORDER; DISTRIBUTE; TRANSFORMER; WEB; SITE
; CONTAIN; INFORMATION; TRANSFORMER; ALLOW; USER; SPECIFIED; TRANSFORMER;
CONSTRUCTION; DELIVER

Derwent Class: T01

International Patent Class (Main): G06F-017/30

International Patent Class (Additional): G06F-017/60

File Segment: EPI

20/5/4 (Item 4 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014037313 **Image available**

WPI Acc No: 2001-521526/200157

XRPX Acc No: N01-386445

Competitive bidding method for high speed business communication involves sending vendor selection data to buyer and approval data transmitted by buyer to vendor

Patent Assignee: GINDLESPERGER W A (GIND-I)

Inventor: GINDLESPERGER W A

Number of Countries: 078 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200115032	A1	20010301	WO 99US28166	A	19991130	200157 B
AU 200017465	A	20010319	AU 200017465	A	19991130	200157

Priority Applications (No Type Date): US 99450023 A 19991129; US 99383371 A 19990826

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200115032	A1	E	83	G06F-017/60	
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Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU
CZ DE DK EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
TR TT UA UG UZ VN YU ZW

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU

Abstract (Basic): WO 200115032 A1

NOVELTY - Vendor records and job data received from vendors (8) and buyer (6) are compared to identity qualified vendor record. Solicitation is transmitted to qualified vendor and bid response data having bid price is received from vendor. The candidate bid is identified by comparing bid prices, and vendor selection data is sent to buyer. The buyer transmits approval data and an order is output to vendor represented by approval data.

DETAILED DESCRIPTION - Vendor record having vendor identifier data representing vendor and vendor capability data is received from vendors. Job data having buyer identifier data representing buyer and job descriptor data representing a custom job for which buyer wishes a price quote is received from a buyer. The vendor record and job data are compared to identify qualified record. A solicitation is transmitted to qualified vendor and a bid response data having bid price is received from vendor who received **solicitation**. The candidate **bid** is identified from bid response data by comparing bid prices. Vendor selection data identifying bid response data and candidate bid are output to buyer. Buyer sends approval data representing approval of vendor corresponding to candidate bid. An order representing approval data is transmitted to vendor. An INDEPENDENT CLAIM is also included for competitive bidding system.

USE - For customized goods and services such as print and digitally mastered information product goods such as compact disk, digital video disk (DVD).

ADVANTAGE - Invitation for **bid** defines customized goods or services according to quantified values of standardized attribute so that each vendor understand what exact manufactured item is placed out for **bids** by buyer, hence mistake as to the requirements of buyer are minimized. Enables buyer to manage large vendor base with costly administrative burdens, hence the buyers purchasing personnel focuses on budget planning, job preparation, internal customer service needs, production quality and contact compliance. Detailed set of production mile stones in **reverse** schedule format is automatically created, hence process of monitoring production is enhanced and simplified. Provides a single source accounting method for buyers dealing with several vendors, while allocating fees associated with using the system to each individual job, hence administrative process is simplified and cost is lowered.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of typical communication system.

Buyers (6)

Vendors (8)

pp; 83 DwgNo 1A/15

Title Terms: COMPETE; BID; METHOD; HIGH; SPEED; BUSINESS; COMMUNICATE; SEND
; VENDING; SELECT; DATA; BUY; APPROVE; DATA; TRANSMIT; BUY; VENDING

Derwent Class: T01; T03; W04

International Patent Class (Main): G06F-017/60

File Segment: EPI

20/5/5 (Item 5 from file: 350)

DIALOG(R) File 350: Derwent WPIX

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014006815

WPI Acc No: 2001-491029/200154

XRPX Acc No: N01-363459

Personalized on-line shopping management method for electronic commerce, involves separating registered icon from image displaying selected icon for each user

Patent Assignee: FUJITSU LTD (FUIT)

Inventor: MURAKAMI K; NISHIYAMA S

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
GB 2358497	A	20010725	GB 200018744	A	20000731	200154 B
JP 2001195495	A	20010719	JP 200092907	A	20000330	200156

Priority Applications (No Type Date): JP 200092907 A 20000330; JP 99302689 A 19991025

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
GB 2358497	A	83	G06F-017/30	
JP 2001195495	A	33	G06F-017/60	

Abstract (Basic): GB 2358497 A

NOVELTY - A user is identified and registered icon which indicates information on goods or services is separated from an image including animation, sound or letters. The link between icons registered by different registrants is managed and the icon are dynamically registered or deleted for each user. The user selects an icon, so that the selected icon is displayed for each user in an individual on-line shopping environment.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Individual on-line shopping environment generation method;
- (b) Computer readable recording medium;
- (c) Individual on-line shopping constructing apparatus;
- (d) Icon operating method;
- (e) Icon operating apparatus;
- (f) Computer program

USE - For electronic commerce such as on-line shopping, also for electronic chatting, electronic bulletin board, etc.

ADVANTAGE - Since the icon which represents information on goods or services can be registered or deleted based on user, **on -line shopping** is performed efficiently by organizing only information on good or services required for a user. Since user can update the information on goods or services with respect to an icon registered by another user, the quality and quantity of information distributed by an icon is enhanced. A link between different registrants is provided so that overlapping of information is prevented, and exchange of information between different registrants is promoted. The user can grasp and alter delivery status of goods purchased in the **on -line shopping**. Hence the delivery date and time of the goods can be obtained without **negotiating** directly with a home delivery person.

pp; 83 DwgNo 0/26

Title Terms: LINE; SHOPPING; MANAGEMENT; METHOD; ELECTRONIC; SEPARATE; REGISTER; IMAGE; DISPLAY; SELECT; USER

Derwent Class: T01

International Patent Class (Main): G06F-017/30; **G06F-017/60**

International Patent Class (Additional): G06F-003/00; G06F-013/00

File Segment: EPI

20/5/6 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2001 Derwent Info Ltd. All rts. reserv.

013991767 **Image available**

WPI Acc No: 2001-475982/200151

XRPX Acc No: N01-352289

Lister anonymity preservation in reverse on-line transaction, involves anonymously querying bidder about offer associated with item, who generates query response to be forwarded by on-line auction site to the seller

Patent Assignee: E WANTED COM CORP (EWAN-N); EWANTED.COM CORP (EWAN-N)

Inventor: GHANMA E

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200150372	A1	20010712	WO 2000US33279	A	20001220	200151 B
JP 2001195511	A	20010719	JP 2000133903	A	20000502	200156

Priority Applications (No Type Date): US 2000478134 A 20000105

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200150372 A1 E 30 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

JP 2001195511 A 13 G06F-017/60

Abstract (Basic): WO 200150372 A1

NOVELTY - An online auction site is provided, in which the bidder posts bid for the item. The offer to sell the item is received from seller. The offer from each seller associated with item, is posted. The bidder is anonymously queried about the offer associated with item. The bidder generates query response, with respect to offer, that is forwarded by the on-line auction site to the seller associated with the offer.

USE - Used in **reverse** on-line transaction or **auction** in internet for buying travel ticket, etc.

ADVANTAGE - Sellers anonymity is preserved in early stages of the transaction, by allowing the disclosure of seller's contact information to the serious bidders only to prevent spam e-mails. Efficient transaction is performed by the **reverse** transaction format, by allowing the sellers to **bid** down against each other to give the lowest possible price to the buyer. Thus, the need to **negotiate** price between buyers and sellers is minimized.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart illustrating the lister anonymity preserving method.

pp; 30 DwgNo 7/7

Title Terms: LIST; PRESERVE; **REVERSE** ; LINE; TRANSACTION; OFFER; ASSOCIATE ; ITEM; GENERATE; QUERY; RESPOND; FORWARDING; LINE; **AUCTION** ; SITE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-013/00; G07C-013/00

File Segment: EPI

20/5/7 (Item 7 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013972941 **Image available**

WPI Acc No: 2001-457154/200149

XRPX Acc No: N01-338842

**Allocating method for display space on web page in computer system
identifying advertisements to be allocated to on-line display space after
receiving multiple bids each indicating bid amount and advertisement**

Patent Assignee: AMAZON.COM INC (AMAZ-N)

Inventor: BEZOS J P; LOPEZ G; SPIEGEL J R

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200135291	A2	20010517	WO 2000US29957	A	20001031	200149 B
AU 200113549	A	20010606	AU 200113549	A	20001031	200152

Priority Applications (No Type Date): US 99437815 A 19991110

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200135291 A2 E 53 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

Abstract (Basic): WO 200135291 A2

NOVELTY - The method involves receiving multiple bids indicating a bid amount and an advertisement. A request is received to provide a **web page** to a user. A received bid is selected based at least in part on **review** of **bid** amounts. The advertisement of the selected bid is added to the **web page**. The selecting of a received bid is performed after receiving the request.

USE - For conducting electronic commerce, esp. for identifying advertisements to be allocated to on-line display space.

ADVANTAGE - Allows user to make use of vast amount of information available on web to make more informed buy and sell decisions.

DESCRIPTION OF DRAWING(S) - The figure shows components of the display space system and sub-components of the schedule advertising component.

pp; 53 DwgNo 6A, 6B/14

Title Terms: ALLOCATE; METHOD; DISPLAY; SPACE; WEB; PAGE; COMPUTER; SYSTEM; IDENTIFY; ADVERTISE; ALLOCATE; LINE; DISPLAY; SPACE; AFTER; RECEIVE; MULTIPLE; BID; INDICATE; BID; AMOUNT; ADVERTISE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

20/5/8 (Item 8 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013967107 **Image available**

WPI Acc No: 2001-451321/200148

XRPX Acc No: N01-334201

Internet based transaction system searches database for offers or request, based on one or more classifications

Patent Assignee: ON-LINE EXPERT.COM PLC (ONLI-N); ONLINE EXPERT COM PLC (ONLI-N)

Inventor: WATTS J

Number of Countries: 094 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200129718	A2	20010426	WO 2000GB4056	A	20001020	200148 B
AU 200110375	A	20010430	AU 200110375	A	20001020	200148
NO 200103041	A	20010816	WO 2000GB4056	A	20001020	200157
			NO 20013041	A	20010619	

Priority Applications (No Type Date): GB 9924872 A 19991020

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200129718 A2 E 31 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200110375 A G06F-017/60 Based on patent WO 200129718

NO 200103041 A G06F-000/00

Abstract (Basic): WO 200129718 A2

NOVELTY - The system includes a server configured to host **world wide web (WWW)** site. An interface **accepts** the **offer** or request for a product or service. The input offers or requests are stored in n-dimensional database according to their classification. A search engine searches the database according to one or more n-classifications.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) Method of storage and retrieval of requests;

(b) Program for storage and retrieval of requests
USE - For online shopping, online advertising and transaction. For various sectors such as agriculture, forestry, fishing, construction, goods manufacture, media, post communication, transport, vehicle, finance, recreation, etc.

ADVANTAGE - Provides a quick transaction and powerful two way search and advertising medium.

DESCRIPTION OF DRAWING(S) - The figure shows the Internet based transaction system.

pp; 31 DwgNo 1/3

Title Terms: BASED; TRANSACTION; SYSTEM; SEARCH; DATABASE; OFFER; REQUEST; BASED; ONE; MORE

Derwent Class: T01

International Patent Class (Main): G06F-000/00; G06F-017/60

File Segment: EPI

20/5/9 (Item 9 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013948105 **Image available**

WPI Acc No: 2001-432319/200146

XRPX Acc No: N01-320382

Method for operating a virtual shopping mall for trading goods between buyers and merchants

Patent Assignee: TESHIMA A (TESH-I)

Inventor: TESHIMA A

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20010007979	A1	20010712	US 2000742362	A	20001222	200146 B

Priority Applications (No Type Date): JP 20002997 A 20000111

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20010007979	A1		60	G06F-017/60	

Abstract (Basic): US 20010007979 A1

NOVELTY - The **virtual shopping** mall (E) accepts goods information corresponding to real goods from a seller (A) and registers the virtual goods information to the **virtual shopping** mall. The **virtual shopping** mall presents the **virtual** goods information to a buyer (B) and **negotiates** a trade between the seller and the buyer on the **virtual shopping** mall. When a trade is reached, the **virtual shopping** mall achieves the trade by setting a delivery path for real goods from the seller to the buyer. In order to set a delivery path, a terminal base (D), which is selected from a number of distribution centers on the basis of stock and distance from client.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for

(a) a virtual shopping mall system; and

(b) a recording medium, which stores a program.

USE - For trading goods between buyers and merchants.

ADVANTAGE - Allows improved quality in transactions between buyers and merchants in online environment.

DESCRIPTION OF DRAWING(S) - The figure shown is a schematic diagram showing an entire system.

virtual shopping mall (E)

seller (A)

buyer (B)

terminal base (D)

pp; 60 DwgNo 1/65

Title Terms: METHOD; OPERATE; VIRTUAL; SHOPPING; MALL; TRADE; GOODS; BUY; MERCHANT

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

20/5/10 (Item 10 from file: 350)
DIALOG(R) File 350:Derwent WPIX
(c) 2001 Derwent Info Ltd. All rts. reserv.

013858798 **Image available**

WPI Acc No: 2001-343011/200136

XRPX Acc No: N01-248434

Online reverse auction operating system in communication network, has
host server which posts offers and related responses pertaining to item
on network for viewable by network users

Patent Assignee: EWANTED.COM CORP (EWAN-N); E WANTED COM CORP (EWAN-N)

Inventor: GHANMA E

Number of Countries: 084 Number of Patents: 008

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200102981	A2	20010111	WO 2000US17762	A	20000628	200136 B
AU 200057744	A	20010122	AU 200057744	A	20000628	200136
AU 727496	B	20001214	AU 9944765	A	19990827	200136
CA 2299018	A1	20010106	CA 2299018	A	20000218	200136
DE 10020783	A1	20010118	DE 1020783	A	20000428	200136
JP 2001022663	A	20010126	JP 99360030	A	19991217	200136
JP 2001084310	A	20010330	JP 99360030	A	19991217	200136
			JP 2000241938	A	19991217	
JP 2001101318	A	20010413	JP 99360030	A	19991217	200138
			JP 2000274203	A	19991217	

Priority Applications (No Type Date): US 99348732 A 19990706

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200102981 A2 E 23 G06F-017/00

Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU
CZ DE DK EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
TR TT UA UG US UZ VN YU ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200057744 A G06F-017/00 Based on patent WO 200102981

AU 727496 B G06F-017/60

CA 2299018 A1 E H04L-012/16

DE 10020783 A1 G06F-017/60

JP 2001022663 A 16 G06F-013/00

JP 2001084310 A 13 G06F-017/60 Div ex application JP 99360030

JP 2001101318 A 13 G06F-017/60 Div ex application JP 99360030

Abstract (Basic): WO 200102981 A2

NOVELTY - A host server (12) connected to communication network
hosts a **website** to receive an offer and offer responses to buy an
item. On receipt of offers and responses, the server posts them into
the network. The posted information are viewable by network users to
facilitate competition.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for
the **reverse auction** operating method.

USE - For use in online auctions and also for anonymous online chat
and e-mail forwarding.

ADVANTAGE - On-line chat and e-mail address are kept, secret and
anonymous, thereby maintaining secrecy. Since the competition cost is
available live in the network viewable to the seller, the competition
increases and benefit to the buyer is high.

DESCRIPTION OF DRAWING(S) - The figure shows the diagram of the
online **reverse auction** system with multiple sellers.

Host server (12)

pp; 23 DwgNo 3/6

Title Terms: **REVERSE** ; **AUCTION** ; OPERATE; SYSTEM; COMMUNICATE; NETWORK;
HOST; SERVE; POST; OFFER; RELATED; RESPOND; PERTAIN; ITEM; NETWORK; VIEW;
NETWORK; USER

Derwent Class: W01

International Patent Class (Main): G06F-013/00; G06F-017/00; **G06F-017/60** ;

H04L-012/16
International Patent Class (Additional): G06F-017/30; G07F-019/00;
H04L-012/00; H04L-012/54; H04L-012/58
File Segment: EPI

20/5/11 (Item 11 from file: 350)
DIALOG(R) File 350:Derwent WPIX
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013674715 **Image available**
WPI Acc No: 2001-158927/200116
XRPX Acc No: N01-115831

Asset exchange system for facilitating sale of items, includes multi-item optimizer connected to processor which define sales criteria for accepting winning bids from buyers for multiple item listing

Patent Assignee: TRADEOUT.COM INC (TRAD-N)
Inventor: BOYLE T R; MCCAGG B; SCHILLING P
Number of Countries: 090 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200065505	A2	20001102	WO 2000US10619	A	20000420	200116 B
AU 200044739	A	20001110	AU 200044739	A	20000420	200116

Priority Applications (No Type Date): US 99130607 A 19990422

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200065505	A2	E	65	G06F-017/60	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200044739	A			G06F-017/60	Based on patent WO 200065505
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Abstract (Basic): WO 200065505 A2

NOVELTY - The processor (50) maintains addressable website and controls access to website via Internet by buyer and seller. Multiple sales modules connected to the processor, process sale information of several items as specified by seller. The multi-item optimizer connected to processor, defines sales criteria for **accepting** winning bids from buyers for multiple item listing.

DETAILED DESCRIPTION - The processor is configured to query the seller for preferred transaction type comprising first-come-first-served transaction type. The seller provides minimum acceptable bid or standard auction transaction type or highest sealed bid transaction type and item is sold to buyer that enters a bid equal to the minimum acceptable bid. An INDEPENDENT CLAIM is also included for method for facilitating sale of items via asset exchange system.

USE - For providing electronic business-to-business exchange for buyers and sellers via Internet. Also for exchanging purchase orders, sales invoices insurance documents, shipping document payments etc.

ADVANTAGE - Enables user to view and bid for listing available to private sale group, without requiring the user to qualify for private sales group by entering the account number or password. An anonymous remailer system is used to alter the buyer's and seller's e-mail addresses, thereby preventing the buyers and sellers from circumventing auction fees by arranging to conduct sale off-site. Regardless of type of transaction selected by seller, same data and same process are employed to determine winning price and winning quantity. Since the buyer's bid increases periodically, it enables buyer to obtain a lower price in event that the seller reduces her minimum **acceptable bid** price prior to buyer meeting it. The operator of surplus asset exchange system can monitor e-mail messages between sellers and buyers by copying the messages to **website** operator e-mail address. Unless the seller designates a private sales group, the listing is available to all potential buyers.

DESCRIPTION OF DRAWING(S) - The figure shows the diagram that illustrates the various components of surplus assets exchange system.

Processor (50)
pp; 65 DwgNo 1/9

Title Terms: EXCHANGE; SYSTEM; FACILITATE; SALE; ITEM; MULTI; ITEM; CONNECT
; PROCESSOR; DEFINE; SALE; CRITERIA; ACCEPT; WINNING; BID; BUY; MULTIPLE;
ITEM; LIST

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

20/5/12 (Item 12 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013662885 **Image available**

WPI Acc No: 2001-147097/200115

Related WPI Acc No: 2001-380824

XRPX Acc No: N01-107732

Sale offer making method in electronic network system, involves
completing sale of product or service, if sale offer is accepted by
buyer within preset time period

Patent Assignee: KYKLOS ENTERTAINMENT SRL (KYKL-N)

Inventor: FORLAI L

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200103027	A2	20010111	WO 2000IB980	A	20000630	200115 B
AU 200055602	A	20010122	AU 200055602	A	20000630	200125

Priority Applications (No Type Date): US 99141284 A 19990630

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200103027 A2 E 73 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200055602 A G06F-017/60 Based on patent WO 200103027

Abstract (Basic): WO 200103027 A2

NOVELTY - A randomly generated offer for purchasing product or service, is communicated through electronic network system (100) for preset time period, to potential buyers (400). If the offer is accepted by buyer within preset time period, the sale of the product or service is completed, else, the offer is removed from the network system.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Electronic network system usage method;
- (b) Sale offer transaction facilitating apparatus;
- (c) Electronic sale offer providing system

USE - In electronic sale systems to provide sale offer for goods e.g. video camera, shoes, plants or services e.g. airline tickets, telephone service, etc., to buyer through electronic network system or environment e.g. internet using general purpose computers, workstations, personal computers, network computers, thin clients, low end network stations, interactive TV devices, wireless phones, PDA and other types of terminals or devices.

ADVANTAGE - Breaks the traditional structural barriers normally existing between the marketing function and selling function of industrial or commercial enterprise, hence reduces the risk placed on seller. Creates an ever increasing buyer traffic to the website which is highly marketable, thus generating substantial revenue for the owner or co-owner of the website.

DESCRIPTION OF DRAWING(S) - The figure shows the network

environment.

Electronic network system (100)

Potential buyers (400)

pp; 73 DwgNo 1/24

Title Terms: SALE; OFFER; METHOD; ELECTRONIC; NETWORK; SYSTEM; COMPLETE;

SALE; PRODUCT; SERVICE; SALE; OFFER; ACCEPT; BUY; PRESET; TIME; PERIOD

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

20/5/13 (Item 13 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013659318 **Image available**

WPI Acc No: 2001-143530/200115

XRPX Acc No: N01-105177

Shelf-label display modification system for supermarket, has server that determines bargain sale display as indication to electronic shelf-label based on comparison of usual and bargain sale selling prices

Patent Assignee: ISHIDA KOKI SEISAKUSHO KK (ISHS)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2000353199	A	20001219	JP 99292784	A	19991014	200115 B

Priority Applications (No Type Date): JP 99102095 A 19990409

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2000353199	A		18	G06F-017/60	

Abstract (Basic): JP 2000353199 A

NOVELTY - An electronic shelf-label (ESL) (14) is configured near each goods to display information about each goods based on bargain sale display. A transceiver (13) receives information about each goods containing a usual selling price and bargain sale selling price. An ESL server (11) determines bargain sale display as indication to ESL, based on comparison of usual selling price and bargain sale selling price.

USE - For transmitting display content about goods to shelf-label indicator from server used in stores, supermarket.

ADVANTAGE - Since accuracy of display by ESL is raised, faults such as disparity of actual selling price and displayed selling price, and unsuitable bargain sale display are suppressed.

DESCRIPTION OF DRAWING(S) - The figure shows block diagram of store management system.

ESL server (11)

Transceiver (13)

ESL (14)

pp; 18 DwgNo 1/16

Title Terms: SHELF; LABEL; DISPLAY; MODIFIED; SYSTEM; SUPERMARKET; SERVE;

DETERMINE; SALE; DISPLAY; INDICATE; ELECTRONIC; SHELF; LABEL; BASED;

COMPARE; USUAL; SALE; SELL; PRICE

Derwent Class: P27; T01; T05

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): A47F-005/00; G07G-001/12

File Segment: EPI; EngPI

20/5/14 (Item 14 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013576420 **Image available**

WPI Acc No: 2001-060627/200107

XRPX Acc No: N01-045422

Reward offer presenting method for retail environment, involves receiving

transaction data corresponding to initiating transaction at retail establishment

Patent Assignee: WALKER DIGITAL LLC (WALK-N)

Inventor: MIK M; WALKER J S

Number of Countries: 092 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200060516	A2	20001012	WO 2000US8183	A	20000328	200107 B
AU 200040370	A	20001023	AU 200040370	A	20000328	200107

Priority Applications (No Type Date): US 99285201 A 19990401

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200060516 A2 E 68 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200040370 A G06F-017/60 Based on patent WO 200060516

Abstract (Basic): WO 200060516 A2

NOVELTY - The transaction data corresponding to an initiating transaction at a retail establishment, is received. A reward code that entitles the customer to receive a reward offer is determined in response to data reception. The reward code and the transaction data are stored and the reward code is transmitted to the customer.

DETAILED DESCRIPTION - The method involves storing selected reward offers in association with the reward code. When reward code is received from the customer, the selected reward offers are transmitted to the customer via a website through a voice recognition unit and a touch tone menu system. In response to customer response, an accepted reward offer price is determined and the price is charged to a financial account associated with the customer. An INDEPENDENT CLAIM is also included for a program product.

USE - For pressing reward offers to customer in environment via distributed network.

ADVANTAGE - Offers personalized rewards to customer, efficiently.

DESCRIPTION OF DRAWING(S) - The figure shows the general flow chart illustrating the method for providing reward offers to the customers of a retailer.

pp; 68 DwgNo 11/15

Title Terms: REWARD; OFFER; PRESENT; METHOD; RETAIL; ENVIRONMENT; RECEIVE; TRANSACTION; DATA; CORRESPOND; INITIATE; TRANSACTION; RETAIL; ESTABLISH

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

20/5/15 (Item 15 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013500418 **Image available**

WPI Acc No: 2000-672359/200065

Related WPI Acc No: 2000-672364

XRPX Acc No: N00-498483

Method for local advertising in internet using computer software

Patent Assignee: SUN MICROSYSTEMS INC (SUNM)

Inventor: BAEHR G; GUPTA A

Number of Countries: 090 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200030002	A1	20000525	WO 99US26697	A	19991112	200065 B
AU 200024736	A	20000605	AU 200024736	A	19991112	200065
EP 1131762	A1	20010912	EP 99968041	A	19991112	200155
			WO 99US26697	A	19991112	

Priority Applications (No Type Date): US 99343965 A 19990630; US 98192874 A 19981116

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200030002 A1 E 68 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200024736 A G06F-017/60 Based on patent WO 200030002

EP 1131762 A1 E G06F-017/60 Based on patent WO 200030002

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE

Abstract (Basic): WO 200030002 A1

NOVELTY - A proxy is determined whether it agrees to terms for inserting one or more advertisements. The proxy transmits one or more advertisement in one or more advertisement slots, and the information to be displayed to a client after the information to be displayed and the location of one or more advertisement slots are transmitted to the proxy.

DETAILED DESCRIPTION - The information to be displayed are transmitted to the proxy while withholding the location of one or more advertisement slots when proxy does not agree to terms for inserting one or more advertisements. The location of one or more advertisement slots is transmitted to the proxy when the proxy agrees to terms for inserting one or more advertisements. INDEPENDENT CLAIMS are also included for the following:

(a) a computer system for local advertising in internet;

(b) and a computer software used for local advertising in internet.

USE - For local advertising in internet using computer software.

ADVANTAGE - Prevents proxies to cheat or abscond with the advertisement slot without compensating the web server. Provides **negotiation** for inserting an advertisement wherein proxy is not informed of the specific location of the advertisement in a **web page** prior to agreeing to terms, e.g. price, for advertisement insertion. Uses downloadable module that contains advertisement location information but does not provide the information to the proxy or insert the advertisement until an agreement has been reached.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart of inserting advertisements in accordance with the method for local advertising in internet using computer software.

pp; 68 DwgNo 6/6

Title Terms: METHOD; LOCAL; ADVERTISE; COMPUTER; SOFTWARE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-017/00

File Segment: EPI

20/5/16 (Item 16 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013500412 **Image available**

WPI Acc No: 2000-672353/200065

XRPX Acc No: N00-498477

Apparatus for remote authoring of websites used for conducting business over internet

Patent Assignee: TRADE ACCESS INC (TRAD-N)

Inventor: CONKLIN J; FOUCHER D

Number of Countries: 087 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200029976	A1	20000525	WO 99US27219	A	19991116	200065 B

AU 200021515 A 20000605 AU 200021515 A 19991116 200065

Priority Applications (No Type Date): US 98193078 A 19981116

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200029976 A1 E 132 G06F-017/21

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200021515 A G06F-017/21 Based on patent WO 200029976

Abstract (Basic): WO 200029976 A1

NOVELTY - An authoring terminal has software for sending and receiving terms along a communication path over a network. A remote web authoring software enables the authoring terminal to select a website template from a storage area corresponding to terms sent from the authoring terminal to modify the website template and integrating modifications made to the website template with sponsored community functions.

DETAILED DESCRIPTION - The communication path flows through a multivariate **negotiations** engine system. The remote web authoring software selects **website** template during iterative processing. The multivariate **negotiations** engine system is connected to the network and includes the storage space, the remote web authoring software, and the sponsored community software. One storage area in the storage space stores one **website** template. The other storage area in the storage space stores the sponsored community functions. An INDEPENDENT CLAIM is also included for a method for remote authoring of **websites** used for conducting business over internet.

USE - For remote authoring of websites used for conducting business over internet.

ADVANTAGE - Enables sponsor to create and administer a commerce community between participants, such as buyers and sellers, having similar interests. Allows a buyer/participant to search and evaluate seller information, propose and negotiate orders and counter offers that include all desired terms, request sample quantities, and track activity. Enables both buyers and sellers to negotiate all terms and conditions of a transaction.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of a commerce community to which the apparatus for remote authoring of websites used for conducting business over internet.

pp; 132 DwgNo 3/32

Title Terms: APPARATUS; REMOTE; CONDUCTING; BUSINESS

Derwent Class: T01

International Patent Class (Main): G06F-017/21

International Patent Class (Additional): G06F-017/30; G06F-017/60

File Segment: EPI

20/5/17 (Item 17 from file: 350)

DIALOG(R) File 350: Derwent WPIX

(c) 2001 Derwent Info Ltd. All rts. reserv.

013216037 **Image available**

WPI Acc No: 2000-387911/200033

XRPX Acc No: N00-290355

Multivariate negotiation processing apparatus recognizes destination terminal and initiating terminal as negotiators during iterative processing and designates one of them as a deciding entity

Patent Assignee: TRADE ACCESS INC (TRAD-N)

Inventor: CONKLIN J; FOUCHER D

Number of Countries: 087 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200029972	A1	20000525	WO 99US27151	A	19991116	200033 B

AU 200017286 A 20000605 AU 200017286 A 19991116 200042
US 6141653 A 20001031 US 98192735 A 19981116 200057

Priority Applications (No Type Date): US 98192735 A 19981116

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200029972 A1 E 133 G06F-017/00

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200017286 A G06F-017/00 Based on patent WO 200029972

US 6141653 A G06F-017/60

Abstract (Basic): WO 200029972 A1

NOVELTY - An initiating terminal includes software for transmitting and receiving terms along a communication path over the network such as internet through multivariate negotiations engine system. During iterative processing, the engine system recognizes the destination terminal and initiating terminal as negotiators and designates one of them as a deciding entity.

DETAILED DESCRIPTION - The multivariate negotiations engine system stores the terms of terminal proposes and sending terms to indicated terminal in its storage space, until a set of terms is agreed upon by the deciding entity. An INDEPENDENT CLAIM is also included for multivariate negotiation processing method.

USE - For processing multivariate **negotiations** over internet for commercial purchase and **sales** transaction such as **electronic** commerce.

ADVANTAGE - Enables iterative bargaining and purchasing over a network which enables buyers and sellers to negotiate prices, terms and condition iteratively until an agreement is reached on all points.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of main iterations.

pp; 133 DwgNo 1g/32

Title Terms: NEGOTIATE; PROCESS; APPARATUS; DESTINATION; TERMINAL; INITIATE ; TERMINAL; ITERATIVE; PROCESS; DESIGNATED; ONE; DECIDE; ENTITY

Derwent Class: T01

International Patent Class (Main): G06F-017/00; G06F-017/60

File Segment: EPI

20/5/18 (Item 18 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012965600 **Image available**

WPI Acc No: 2000-137451/200012

XRPX Acc No: N00-102755

Virtual sales **representative system** for on- line shopping via **internet**

Patent Assignee: ACTIVEPOINT LTD (ACTI-N); ACTIVE-POINT LTD (ACTI-N);
FRIEDMAN M M (FRIE-I)

Inventor: BEN A G; SHEVCHENKO V; TAVOR O; AVRAHAM G B

Number of Countries: 087 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200003329	A1	20000120	WO 99US14994	A	19990702	200012 B
AU 9949662	A	20000201	AU 9949662	A	19990702	200028
US 6070149	A	20000530	US 98109726	A	19980702	200033
EP 1092197	A1	20010418	EP 99933656	A	19990702	200123
			WO 99US14994	A	19990702	

Priority Applications (No Type Date): US 98109726 A 19980702

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200003329 A1 E 136 G06F-017/00

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW

AU 9949662 A G06F-017/00 Based on patent WO 200003329

US 6070149 A G06F-017/60

EP 1092197 A1 E G06F-017/00 Based on patent WO 200003329

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
LU MC NL PT SE

Abstract (Basic): WO 200003329 A1

NOVELTY - A sale engine unit (10) analyzes one answer of the user according to rule of E-shop (24), based on which another question is to be asked or type of product to be suggested to the user is determined. According to the answer from the user and rule base of E-shop, type of product being selected by the user is displayed, for guiding customer to target product.

DETAILED DESCRIPTION - At least one question about the product is enquired to the user by an E-shop with rule base that interprets the answer of the user. A GUI (22) being displayed by computer, presents and receives one question and answer to and from the user to sales engine unit. The E-shop and sales engine unit send and receive data to and from GUI through web server protocol. The E-shop, sales engine unit and GUI are presented to the user through applet which is a stand-alone software program. INDEPENDENT CLAIMS are also included for the following:

- (a) method for secure transmission of number over network;
- (b) method for providing **virtual sales** representative for selling of a product.

USE - For on -line **shopping** via internet, **electronic sales**, **electronic** commerce etc.

ADVANTAGE - By guiding the customer to target product, the system will shorten the search cycle for the customer as well as find **better** matched products. Provides market advisory, suggestion, recommend, discussion, comment to the customer regarding the product, by enabling users to interact with the interactive sales representatives system via **WWW** for sales guidance.

DESCRIPTION OF DRAWING(S) - The figure shows schematic block diagram of sales representative system.

Sales engine unit (10)

GUI (33)

E-shop (24)

pp; 136 DwgNo 1/22

Title Terms: VIRTUAL; SALE; REPRESENT; SYSTEM; LINE; SHOPPING

Derwent Class: T01

International Patent Class (Main): G06F-017/00; G06F-017/60

File Segment: EPI

20/5/19 (Item 19 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012915664 **Image available**

WPI Acc No: 2000-087500/200007

Related WPI Acc No: 2000-087503; 2000-106161

XRPX Acc No: N00-068691

Cross-benefit providing method for customer during transaction

Patent Assignee: WALKER DIGITAL CORP (WALK-N)

Inventor: JORASCH J A; PACKES J M; TEDESCO D E; WALKER J S

Number of Countries: 084 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9966438	A1	19991223	WO 99US13409	A	19990614	200007 B
AU 9948227	A	20000105	AU 9948227	A	19990614	200024

Priority Applications (No Type Date): US 98100684 A 19980619

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 9966438 A1 E 56 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC
LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL
TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW

AU 9948227 A G06F-017/60 Based on patent WO 9966438

Abstract (Basic): WO 9966438 A1

NOVELTY - The server of a first merchant, provides an offer for a benefit from a second merchant, to the customer on receiving an indication of items to be purchased by the customer via a **web site** . The offer is provided before purchase of items. If the customer **accepts the offer** , then the benefit is applied to the items purchased.

USE - For facilitating electronic commerce by providing cross benefit to customer during transaction.

ADVANTAGE - The customer is benefited by reduced price of his items. The first merchant is benefited by increased sales and the second merchant is benefited by acquisition of new customer.

DESCRIPTION OF DRAWING(S) - The figure shows the flow chart of the cross benefit providing method to customer.

pp; 56 DwgNo 16/16

Title Terms: CROSS; BENEFICIAL; METHOD; CUSTOMER; TRANSACTION

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-017/00

File Segment: EPI

20/5/20 (Item 20 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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004702297

WPI Acc No: 1986-205639/198632

XRPX Acc No: N86-153400

Data processing system for automated securities market - validates transaction orders against stored data and updates data-base stock etc.

Patent Assignee: LYNCH M PIERCE (LYNC-N); MERRILL LYNCH PIERCE FENNER (MERR-N); MERRILL LYNCH PIERCE FENNER & SMITH INC (MERR-N)

Inventor: KALMUS L P; MOTT B; STAMPFR J; TROJAN D R; STAMPFER J

Number of Countries: 004 Number of Patents: 006

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 3539545	A	19860731	DE 3539545	A	19851107	198632 B
GB 2180380	A	19870325	GB 8527346	A	19851106	198712
US 4674044	A	19870616	US 85696407	A	19850130	198726
CH 670716	A	19890630				198930
GB 2180380	B	19891122	GB 8527346	A	19850130	198947
DE 3539545	C2	19950824	DE 3539545	A	19851107	199538

Priority Applications (No Type Date): US 85696407 A 19850130

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

DE 3539545 A 32

DE 3539545 C2 15 G06F-017/60

Abstract (Basic): DE 3539545 A

The processing system has at least one security for starting an orderly market with the system user acting as principal. It has an arrangement for receiving transaction orders from clients for one or more securities. Orders contain share identification fields showing the

transaction as a purchase or sale and a certain number of transaction components.

The system stores order validation parameters and security data such as amount of stock, cost and profit. A transaction order is validated when the received order fields do not conflict with the stored notification and validation parameters. When the transaction has been performed the stock and other parameters are updated as appropriate.

USE/ADVANTAGE - Automated start-up of a market in one or more securities. Validation and performance of automated security transactions. (32pp Dwg.No.0/5)

Title Terms: DATA; PROCESS; SYSTEM; AUTOMATIC; SECURE; MARKET; VALID; TRANSACTION; ORDER; STORAGE; DATA; UPDATE; DATA; BASE; STOCK

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-015/21

File Segment: EPI

20/5/21 (Item 21 from file: 347)

DIALOG(R) File 347:JAPIO

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06665156 **Image available**

ELECTRONIC COMMERCE DEVICE, ELECTRONIC COMMERCE METHOD AND ELECTRONIC COMMERCE SYSTEM

PUB. NO.: 2000-250980 [JP 2000250980 A]

PUBLISHED: September 14, 2000 (20000914)

INVENTOR(s): TANAKA KATSUMI

APPLICANT(s): TOSHIBA CORP

APPL. NO.: 11-048857 [JP 9948857]

FILED: February 25, 1999 (19990225)

INTL CLASS: G06F-017/60 ; G06F-013/00; G06F-017/30; G07G-001/12; G07G-001/14

ABSTRACT

PROBLEM TO BE SOLVED: To enhance sales efficiency by selling merchandises according to merchandise purchase characteristics of a user in electronic commerce utilizing a computer network.

SOLUTION: In this **electronic** commerce system to perform **sales** transaction of merchandises via the network, a user information predicting part 16 to guide a user type to indicate tendency of purchase of the merchandise of the user based on history of transaction data between the user to purchase the merchandise and a seller, a transaction data storage part 18 in which the transaction data is stored and a sale **negotiation** data generating part 15 to variably control sale **negotiation** data to be presented to the user by every user based on the user type are provided. The merchandise purchase characteristics of the user are predicted based on history of the transaction data and price of the merchandise is determined by every user based on these characteristic values.

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20/5/22 (Item 22 from file: 347)

DIALOG(R) File 347:JAPIO

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06317968 **Image available**

JOB BROKERAGE DEVICE AND RECORD MEDIUM

PUB. NO.: 11-259566 [JP 11259566 A]

PUBLISHED: September 24, 1999 (19990924)

INVENTOR(s): MITSUOKA MADOKA

KANDA YOJI

APPLICANT(s): FUJITSU LTD

APPL. NO.: 10-059702 [JP 9859702]
FILED: March 11, 1998 (19980311)
INTL CLASS: G06F-017/60 ; G06F-013/00

ABSTRACT

PROBLEM TO BE SOLVED: To provide a job brokerage device capable of appropriately performing the brokerage of a job without performing troublesome **negotiations** between an ordering origin and a contract destination even under a network environment opened to the outside such as the internet or the like.

SOLUTION: In a CGI program (broker program) activated from a **WWW** server connected as a broker 300 to the network 500 of the internet or the like for instance, the registration of the job to be ordered and the application of a contract are received from an unspecified ordering origin client and an unspecified contract destination client, and by the processing of a contract destination selection part 320 functionally realized by the broker program, information for the job and the information for the contract destination are referred to and the contract destination is selected. Then, the ordering origin and the contract destination are informed by using electronic mail or the like.

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20/5/23 (Item 23 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2001 JPO & JAPIO. All rts. reserv.

06234023 **Image available**
SYSTEM FOR PROVIDING JOB SEEKER INFORMATION

PUB. NO.: 11-175594 [JP 11175594 A]
PUBLISHED: July 02, 1999 (19990702)
INVENTOR(s): UZAWA YASUO
APPLICANT(s): UZAWA JIMUSHO KK
APPL. NO.: 09-338369 [JP 97338369]
FILED: December 09, 1997 (19971209)
INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To construct the flexible and effective environment of employment by allowing a job **offerer** to narrow down persons to be selected based on detail job seeker information, and preventing the mismatch of the job **offerer** with the job seeker.

SOLUTION: A job seeker information providing system is provided with an inputting means 2a, control means 50a for processing information inputted by the inputting means 2a, storing means 51 for sorting information, and outputting means 6a for outputting information. A job seeking slip inputted by the inputting means 2a is stored in the storing means 51 as a job **seeking** slip file 53, and at **least** the sex, occupational category, pay, educational history, and age of the entered content of the job seeking slip are stored in the storing means 51 as a job seeker list chart file 54. Then, a job seeker list chart is presented from the job seeker list chart file 54, and the job seeking slip suited to a job **offer** condition selected from the job seeker list chart is presented from the job seeking slip file 53 to a job **offerer** by the outputting means 6a.

COPYRIGHT: (C)1999,JPO

Set	Items	Description
S1	7333	NEGOTIAT? OR BARGAIN? OR HAGGLE? OR (SOLICIT? OR ACCEPT? OR REVIEW?) (4N) (OFFER? OR BID? ?)
S2	9587	(FIND? OR SEEK? OR MINE OR RETRIEV? OR SEARCH?) (5N) (BEST? ? OR LOWEST? OR BETTER? OR LEAST? OR CHEAP?)
S3	18235	WWW OR WORLD()WIDE()WEB OR WEBSITE? OR WEBPAGE? OR WEB() (SITE? OR PAGE?) OR ECOMMERCE? OR ETAIL? OR (ELECTRONIC? OR DIGITAL? OR VIRTUAL? OR ONLINE? OR ON()LINE) (4N) (SALE? OR RETAIL? OR SHOP?)
S4	273	(REVERSE? OR DUTCH? OR VICKRY OR VICKERY) (S) (AUCTION? OR BID OR BIDS OR BIDDING)
S5	93	AU=(YUEN H? OR YUEN, H?)
S6	339	S1 AND S2 AND S3
S7	30	S4 AND S6
S8	12	S2(S)S3(S)S1
S9	360076	PRICE? OR COST? OR OFFER? OR ASKING?
S10	52	S1(S)S9(S)S4
S11	48	S10 AND S3
S12	13	S11 AND S2
S13	75	S7 OR S8 OR S11
S14	42	S13 AND IC=G06F-017/60
S15	19	S14 NOT AD>20000630
S16	19	IDPAT (sorted in duplicate/non-duplicate order)
S17	19	IDPAT (primary/non-duplicate records only)

File 348:EUROPEAN PATENTS 1978-2001/Oct W02
(c) 2001 European Patent Office

File 349:PCT Fulltext 1983-2001/UB=20011018,UT=20011011
(c) 2001 WIPO/Univentio

17/5/1 (Item 1 from file: 349)
DIALOG(R) File 349: PCT Fulltext
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00796236 **Image available**

CONTEXT-SENSITIVE SWITCHING IN A COMPUTER NETWORK ENVIRONMENT
COMMUTATION CONTEXTUELLE DANS UN ENVIRONNEMENT DE RESEAU INFORMATIQUE

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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KAVITZ Paul Andrew, 9 Dion, Laguna Niguel, CA 92677, US, US (Residence),
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MCEACHERN Cameron David John, 215 Exeter Avenue, San Carlos, CA 94070, US
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Legal Representative:

HAYDEN John F (et al) (agent), Fish and Richardson P.C., 601 Thirteenth
Street, N.W., Washington, DC 20005, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200129745 A2 20010426 (WO 0129745)
Application: WO 2000US6646 20000315 (PCT/WO US0006646)
Priority Application: US 99422058 19991021

Parent Application/Grant:

Related by Continuation to: US 99422058 19991021 (CIP)

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL
TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 16471

English Abstract

A conventional router can be used as a context-sensitive switch by encoding a header (e.g., a source and/or destination field of an address header) of a data packet with information descriptive of the data contained in a payload of the data packet and programming a router to route data packets based on an addressing scheme that corresponds to the encoded information in the packet header. The encoded packets are routed based on the encoded information. The descriptive information can include dynamic pricing information (e.g., bid/ask pricing), for example, for goods/services available in commerce. The addressing scheme can correspond to a classification hierarchy having multiple levels such as a category level, a topic level, and/or a sub-topic level.

French Abstract

L'invention concerne un routeur classique pouvant etre utilise comme commutateur contextuel par codage d'une en-tete (par exemple, un champ source et/ou destination d'une en-tete d'adresse) d'un paquet de donnees a l'aide d'informations decrivant les donnees contenues dans une charge du paquet de donnees; et par programmation d'un routeur de maniere a acheminer les paquets de donnees en fonction du systeme d'adressage correspondant aux informations codees dans l'en-tete du paquet. Les paquets codes sont achemines en fonction des informations codees. Les informations descriptives peuvent comprendre des informations de tarification dynamique (par exemple, cours acheteur/vendeur), par exemple, pour des biens ou des services disponibles sur le marche. Le

systeme d'adressage peut correspondre a une classification hierarchique a plusieurs niveaux comprenant un niveau categorie, un niveau sujet, et/ou un niveau sous-sujet.

Legal Status (Type, Date, Text)

Publication 20010426 A2 Without international search report and to be republished upon receipt of that report.

17/5/2 (Item 2 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00796235 **Image available**

**MODULAR COMPUTER PROGRAM FOR MANAGING DYNAMIC PRICING INFORMATION
PROGRAMME INFORMATIQUE MODULAIRE PERMETTANT DE GERER DES INFORMATIONS DE
TARIFICATIONS DYNAMIQUES**

Patent Applicant/Assignee:

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(Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

WOOLSTON Thomas G, 8408 Washington Avenue, Alexandria, VA 22309, US, US
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KAVITZ Paul Andrew, 9 Dion, Laguna Niguel, CA 92677, US, US (Residence),
US (Nationality), (Designated only for: US)

MCEACHERN Cameron David John, 215 Exeter Avenue, San Carlos, CA 94070, US
, US (Residence), AU (Nationality), (Designated only for: US)

Legal Representative:

HAYDEN John F (et al) (agent), Fish & Richardson P.C., 601 Thirteenth
Street, N.W., Washington, DC 20005, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200129744 A2 20010426 (WO 0129744)

Application: WO 2000US6595 20000315 (PCT/WO US0006595)

Priority Application: US 99422339 19991021

Parent Application/Grant:

Related by Continuation to: US 99422339 19991021 (CIP)

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL
TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 15891

English Abstract

Users of a computer network (e.g., the Internet) can be encouraged to access dynamic pricing information (e.g., bid/ask pricing information for goods/services available in commerce) on the computer network (e.g., collected and maintained by a dynamic pricing system) by distributing to one or more users of the computer network (e.g., by e-mail) a modular computer program (e.g., a Java applet) that displays (e.g., in ticker format) dynamic pricing information collected from the computer network, and presenting to the one or more users of the modular computer program an interactive visual indication (e.g., a hyperlink or glyph) of a user-attractive resource available on the computer network (e.g., a contest, reward program, coupons, etc.). Access to the user-attractive resource can be provided to a user upon sensing that the user selected the interactive visual indication. The stream of dynamic pricing information displayed to users can have a predefined taxonomy, and the users can selectively view different levels of the taxonomy.

French Abstract

Les utilisateurs d'un reseau informatique (par ex. l'Internet) peuvent etre encourages a acceder a des informations de tarifications dynamiques (par ex. des informations de tarifications d'offre/de demande pour des produits/services disponibles dans le commerce) sur le reseau informatique (par ex. recueillies et stockees dans un systeme de tarifications dynamiques) en distribuant a un ou plusieurs utilisateurs du reseau informatique (par ex. par courrier electronique) un programme informatique modulaire (par ex. un applet Java) qui permet d'afficher (par ex. en format ticker) des informations de tarifications dynamiques recueillies a partir du reseau informatique, et en presentant a/aux utilisateur(s) du programme informatique modulaire une indication visuelle interactive (par ex. un lien hypertexte ou un glyphe) d'une ressource attractive pour l'utilisateur disponible sur le reseau informatique (par ex. un concours, une recompense, un programme, des coupons, etc.). L'accès a la ressource attractive pour l'utilisateur peut etre donne a un utilisateur lorsqu'il a ete detecte que l'utilisateur a selectionne l'indication visuelle interactive. Le flux d'informations de tarifications dynamiques affiche aux utilisateurs peut presenter une taxonomie predefinie, et les utilisateurs peuvent de maniere selective visualiser differents niveaux de la taxonomie.

Legal Status (Type, Date, Text)

Publication 20010426 A2 Without international search report and to be republished upon receipt of that report.

17/5/3 (Item 3 from file: 349)

DIALOG(R) File 349:PCT Fulltext

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00796234 **Image available**

ESTABLISHING A FUNCTIONAL BRAND IN A COMPUTER NETWORK ENVIRONMENT

ETABLISSEMENT D'UNE MARQUE FONCTIONNELLE DANS UN ENVIRONNEMENT DE RESEAU INFORMATIQUE

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

WOOLSTON Thomas G, 8408 Washington Avenue, Alexandria, VA 22309, US, US (Residence), US (Nationality), (Designated only for: US)

KAVITZ Paul Andrew, 9 Dion, Laguna Niguel, CA 92677, US, US (Residence), US (Nationality), (Designated only for: US)

McEACHERN Cameron David John, 215 Exeter Avenue, San Carlos, CA 94070, US, US (Residence), AU (Nationality), (Designated only for: US)

Legal Representative:

HAYDEN John F (et al) (agent), Fish & Richardson P.C., 601 Thirteenth Street, N.W., Washington, DC 20005, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200129743 A2 20010426 (WO 0129743)

Application: WO 2000US6594 20000315 (PCT/WO US0006594)

Priority Application: US 99422059 19991021

Parent Application/Grant:

Related by Continuation to: US 99422059 19991021 (CIP)

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

English Abstract

A hierarchy of dynamic pricing information can be displayed by presenting one or more instances of a display module, each instance of which displays dynamic pricing information for an individual element of a specified level of the dynamic pricing information hierarchy. A display module instance can serve as a functional brand, which indicates participation in a dynamic pricing system by a source of origin of goods/services. Based on received user input designating another level of the dynamic pricing information hierarchy, the quantity of display module instances that are displayed is modified. The modified quantity corresponds (for example, is equal to) to a quantity of elements in the designated other level of the dynamic pricing information hierarchy. In addition, the dynamic pricing information displayed by each display module instance can be modified to correspond to the designated hierarchy level. The dynamic pricing hierarchy can include a category level, a topic level and a sub-topic level. Establishing a functional brand can be accomplished by establishing a modular computer functionality (e.g., a display module) to indicate participation in a dynamic pricing system by a source of origin of goods/services and providing the modular computer functionality to a **website** that displays a brand of goods/services. **Webpages** displaying goods/services offered in commerce can be built having multiple instances of the modular computer functionality.

French Abstract

La hierarchie d'informations de tarifications dynamiques peut etre affichee par presentation d'une ou de plusieurs instances d'un module d'affichage, chacune des instances affichant des informations de tarifications dynamiques pour un element particulier d'un niveau specifie de la hierarchie d'informations de tarifications dynamiques. Une instance de module d'affichage peut servir de marque fonctionnelle qui indique la participation dans un systeme de tarifications dynamiques par une source d'origine de biens/services. En se basant sur l'entree utilisateur recue designant un autre niveau de la hierarchie d'informations de tarifications dynamiques, la quantite d'instances de modules d'affichage qui sont affichees est modifiee. La quantite modifiee correspond (par exemple est egale a) a une quantite d'elements dans l'autre niveau designe de la hierarchie d'informations de tarifications dynamiques. De plus, les informations de tarifications dynamiques affichees par chacune des instances de module d'affichage peuvent etre modifiees pour correspondre au niveau de hierarchie designe. La hierarchie de tarifications dynamiques peut comprendre un niveau de categorie, un niveau de sujet et un niveau de sous-sujet. L'etablissement d'une marque fonctionnelle peut etre realisee par etablissement d'une fonctionnalite informatique modulaire (par ex. un module d'affichage) afin d'indiquer la participation dans un systeme de tarifications dynamiques par une source d'origine de biens/services, et par mise a disposition de la fonctionnalite informatique modulaire sur un site web permettant d'afficher une marque de biens/services. Les pages web affichant des biens/services disponibles dans le commerce peuvent etre concues pour avoir de multiples instances de la fonctionnalite informatique modulaire.

Legal Status (Type, Date, Text)

Publication 20010426 A2 Without international search report and to be republished upon receipt of that report.

17/5/4 (Item 4 from file: 349)
DIALOG(R) File 349:PCT Fulltext
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00769455 **Image available**

ON-LINE REVERSE AUCTION SYSTEM AND METHOD
SYSTEME ET PROCEDE DE MISE AUX ENCHERES INVERSEE EN LIGNE

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Patent Applicant/Inventor:

GHANMA Eman, 1449 Miravalle, Los Altos, CA 94024, US, US (Residence), -- (Nationality), (Designated only for: US)

Legal Representative:

FORTIN Kevin H (agent), Burns, Doane, Swecker & Mathis, L.L.P., P.O. Box 1404, Alexandria, VA 22314-2756, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200102981 A2 20010111 (WO 0102981)

Application: WO 2000US17762 20000628 (PCT/WO US0017762)

Priority Application: US 99348732 19990706

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD

MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US

UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 4588

English Abstract

French Abstract

La presente invention concerne un systeme (10) destine a effectuer une mise aux encheres inverse sur un reseau de communication. Le systeme (10) comprend un serveur hote (12) quiheberge un site Web et qui communique electroniquement avec le reseau. Ce systeme (10) possede une extremite arriere ouverte accessible a plusieurs vendeurs. Il permet d'afficher des offres d'achat et autorise les vendeurs a envoyer des reponses d'offres en reponse aux offres d'achat. Les offres d'achat et les reponses d'offres sont publiees en reseau afin de faciliter la libre concurrence entre vendeurs. Ledit systeme (10) presente des caracteristiques permettant a l'utilisateur de garder l'anonymat, et notamment un serveur de courrier electronique (16) servant a transferer anonymement des messages electroniques entres acheteurs et vendeurs. Ce systeme (10) comprend egalement un serveur de negociation (72) offrant la possibilite de discuter en ligne et permettant l'envoi anonyme de demandes et de reponses vers le site Web.

Legal Status (Type, Date, Text)

Publication 20010111 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010614 Request for preliminary examination prior to end of 19th month from priority date

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17/5/5 (Item 5 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00768577

SYSTEM AND METHOD FOR DETERMINING PRICES OF GOODS BASED ON THE BUYER'S PERFORMANCE PLAYING A GAME

SYSTEME ET PROCEDE POUR DETERMINER LE PRIX DE MARCHANDISES SUR LA BASE DES PERFORMANCES DE L'ACHETEUR DANS UN JEU

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200101304 A1 20010104 (WO 0101304)

Application: WO 99US30811 19991221 (PCT/WO US9930811)

Priority Application: US 99342866 19990629

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

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International Patent Class: A63F-009/00

Publication Language: English

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Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 5941

English Abstract

A business model/process is described for conducting business transactions over the Internet, allowing buyers to reduce the price of the selected product/service based on the buyer's performance during a collateral activity. Sellers offer the product/service within a specified price range, and buyers try to close the transaction at the lowest price offered by achieving a favorable score during the collateral activity. The ultimate price is determined based upon the buyer's performance during the collateral activity. The activity may be a video game, electronic board game, sports bet, card game, or any other activity, and may be performed against the seller, a pre-programmed software opponent, a computer opponent, another buyer competing for the same or a different product, a player participating as a player only and not as a buyer, or anyone or anything else.

French Abstract

L'invention concerne un modele/ procede commercial servant a mener des operations commerciales sur Internet, qui permet a des acheteurs de reduire le prix du produit/ service selectionne sur la base des performances de l'acheteur dans une activite parallele. Des vendeurs proposent le produit/ service dans une fourchette de prix specifiee, et des acheteurs essaient de conclure l'operation au prix propose le plus bas en obtenant un resultat favorable dans une activite parallele. Le prix final est determine sur la base des performances de l'acheteur dans l'activite parallele. Cette activite peut etre un jeu video, un jeu de table electronique, un pari sportif, un jeu de cartes ou toute autre activite, qui peut etre joue contre le vendeur, contre un adversaire sous forme de logiciel preprogramme, contre un adversaire sous forme d'ordinateur, contre un autre acheteur en competition pour le meme produit ou pour un produit different, contre un joueur participant comme joueur seulement et non comme acheteur, ou contre toute autre personne ou tout autre objet.

Legal Status (Type, Date, Text)

Publication 20010104 A1 With international search report.

Examination 20010201 Request for preliminary examination prior to end of
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17/5/6 (Item 6 from file: 349)

DIALOG(R) File 349:PCT Fulltext

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00766084 **Image available**

METHOD FOR BUY-SIDE BID MANAGEMENT

TECHNIQUE DE GESTION POUR ACHETEURS/VENDEURS

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200079460 A1 20001228 (WO 0079460)

Application: WO 2000US17220 20000622 (PCT/WO US0017220)

Priority Application: US 99141530 19990623

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 12007

English Abstract

A web-based enterprise application system facilitates strategic e-sourcing for both buyers and vendors. The system provides automation capabilities in both strategic partner selection (providing buyers and vendors with the tools necessary to choose the most suitable long-term business partner of partners) and strategic partner management (providing buyers and vendors with tools and content to build and maintain long-term value-added business relationships). For the former, the system provides an RFP management platform that helps buyers to manage the RFI/RFP process from requirement definition to negotiation and a counterpart proposal management platform that helps vendors to respond to requests for information and proposals by providing them with a flexible, accurate and intuitive online framework. For the latter, the system provides a contract management platform which helps buyers and vendors to build and maintain contracts to further long-term value-added business relationships.

French Abstract

Cette invention concerne un systeme pour applications commerciales sur Internet qui facilite la localisation strategique de sources d'approvisionnement electroniques a la fois pour les acheteurs et les vendeurs. Ce systeme permet (a) de choisir rationnellement, via des moyens automatises, des partenaires economiques (en donnant aux acheteurs et aux vendeurs les outils necessaires pour choisir un ou des partenaires commerciaux durables et adequats) et (b) de gerer rationnellement des relations d'affaires (en donnant aux acheteurs et aux vendeurs des outils pour etablir et pereniser des relations d'affaires durablement profitables). Dans le premier cas (a), ce systeme apporte une plate-forme de gestion des demandes de propositions (Request for Proposals/RFP) qui aident les acheteurs a gerer le processus de demandes d'informations (Request For Information/RFI) et de demandes de propositions, depuis la definition des exigences jusqu'a la negociation, et une plate-forme equivalente de gestion des propositions qui aident les distributeurs a repondre a des demandes d'informations et de propositions au moyen d'un dispositif en ligne souple, precis et intuitif. Dans le second cas (b),

le systeme fournit une plate-forme de gestion des contrats qui aident les acheteurs et les distributeurs a creer et maintenir une formule contractuelle et a nouer des relations d'affaires durables et profitables.

Legal Status (Type, Date, Text)

Publication 20001228 A1 With international search report.

Publication 20001228 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of receipt of amendments.

Examination 20010614 Request for preliminary examination prior to end of 19th month from priority date

17/5/7 (Item 7 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00761430

A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PRIORITIZING COMPONENTS OF A NETWORK FRAMEWORK REQUIRED FOR IMPLEMENTATION OF TECHNOLOGY
SYSTEME, METHODE ET ARTICLE FABRIQUE PERMETTANT DE CLASSER PAR ORDRE DE PRIORITE DES COMPOSANTS D'UNE STRUCTURE DE RESEAU NECESSAIRES A LA MISE EN OEUVRE D'UNE TECHNIQUE

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200073956 A2 20001207 (WO 0073956)

Application: WO 2000US14406 20000524 (PCT/WO US0014406)

Priority Application: US 99321274 19990527

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY
CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility
model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH
GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK
(utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 149024

English Abstract

A system, method, and article of manufacture are provided for prioritizing components of an existing network framework. First, a priority is determined among a plurality of components required for implementation of a predetermined technology using an existing network framework. The existing network framework and the plurality of components are then pictorially represented. Next, a first component of the existing network framework is indicia coded in order to indicate that the first component must be implemented first. Thereafter, a second component and any remaining components of the existing network framework are indicia encoded in order to indicate that the second components and any remaining components must be implemented after the first component.

French Abstract

Cette invention a trait a un systeme, a une methode et a l'article fabrique permettant de classer par ordre de priorite des composants d'une structure de reseau existante. Un certain degre de priorite est, tout d'abord, etabli entre plusieurs composants necessaires a la mise en oeuvre d'une technique predeterminee au moyen d'une structure de reseau existante. Cette derniere ainsi que les composants sont representes graphiquement. Ensuite, un premier composant de la structure de reseau est code sous forme de signe afin d'indiquer qu'il doit etre mis en oeuvre en premier. Un deuxieme composant ainsi que tous les composants restants de la structure de reseau existante sont ensuite codes sous forme de signes afin d'indiquer qu'ils doivent etre mis en oeuvre a la suite du premier.

Legal Status (Type, Date, Text)

Publication 20001207 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010322 Request for preliminary examination prior to end of 19th month from priority date

17/5/8 (Item 8 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00757132 **Image available**

METHOD FOR FACILITATING A CONTINUOUS MARKET AUCTION SYSTEM

PROCEDE FACILITANT UN SYSTEME DE VENTE AUX ENCHERES PERMANENT

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(Residence), US (Nationality)

Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200070520 A1 20001123 (WO 0070520)

Application: WO 2000US13408 20000517 (PCT/WO US0013408)

Priority Application: US 99134491 19990517

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 9248

English Abstract

A method for facilitating a continuous market auction to determine a true market price for a time-dependent consumer good (TDCG) or consumer collectible good (CCG) is presented in a cost-effective manner. An owner of TDCGs or CCGs registers (30, 40) the goods at a market nexus (20) where buyers (10) and sellers (11) can interact, preferably at an on-line website . The goods are auctioned at a starting market price, which continue to be available until a buyer demands physical possession of the goods or until a specified final closing date. Potential buyers and sellers having accounts at the market nexus can exchange the TDCGs or CCGs indefinitely, effecting "a continuous auction" (40) without a buyer taking physical possession of the TDCGs or CCG. Each buy/sell transaction

reflects the current and constantly updated market price, and is disseminated to all participating parties.

French Abstract

L'invention concerne un procede destine a faciliter une vente aux encheres permanente, le but etant de determiner le prix reel d'un bien de consommation dependant du temps (TDCG) ou d'un bien de consommation collectif (CCG), presente d'une maniere rentable. Un proprietaire de (TDCG) ou de (CCG) inscrit (30, 40) les biens sur un lien commercial (20) qui permet aux acheteurs (10) et aux vendeurs (11) d'interagir, de preference sur un site web en ligne. Les biens sont mis aux encheres a un prix de depart, qui reste disponible jusqu'a ce qu'un acheteur en demande la possession physique ou jusqu'a une echeance de cloture specifiee. Les acheteurs et vendeurs potentiels ayant des comptes sur le lien commercial peuvent echanger les TDCG ou CCG indefiniment, effectuant ainsi une "vente aux encheres permanente" (40), sans qu'un acheteur en prenne physiquement possession. Chaque transaction d'achat/de vente, constamment actualise, qui refilete le prix courant, est diffusee aux participants.

Legal Status (Type, Date, Text)

Publication 20001123 A1 With international search report.

Examination 20010322 Request for preliminary examination prior to end of 19th month from priority date

17/5/9 (Item 9 from file: 349)

DIALOG(R) File 349:PCT Fulltext

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00742420 **Image available**

ONLINE PATENT AND LICENSE EXCHANGE

BOURSE EN LIGNE DE BREVETS D'INVENTION ET DE LICENCES

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200055791 A2 20000921 (WO 0055791)

Application: WO 2000US6846 20000315 (PCT/WO US0006846)

Priority Application: US 99124847 19990317; US 99371614 19990810

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK

LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 16598

English Abstract

An online patent and license exchange is provided which enables potential licensors and licensees of patents and other intellectual property rights to efficiently and reliably transact IP license or assignment agreements. Three markets are part of the exchange: a license market, an option

market and a securitized asset cash flows market. The online patent and license exchange comprises a comprehensive database of IP rights offered for licensing on the exchange, including a reliable market value estimation of the price of each IP asset listed on the exchange, a transaction closing service, a patent insurance service and an escrow service.

French Abstract

L'invention concerne une bourse en ligne de brevets d'invention et de licences, qui permet a des bailleurs et a des preneurs potentiels de licence de brevet d'invention et d'autres droits de propriete intellectuelle de traiter de maniere efficace et fiable des licences ou des contrats de cession de propriete intellectuelle. La bourse comprend trois marches: un marche de licences, un marche d'options et un marche de flux de biens securise. La bourse en ligne de brevets d'invention et de licences comporte une base de donnees complete des droits de propriete intellectuelle proposees a la bourse en vue de l'octroi de licences, y compris une estimation fiable de la valeur du marche de chaque bien de propriete intellectuelle inscrit a la bourse, un service de cloture de transactions, un service d'assurance de brevets d'invention et un service de mise en main tierce.

Legal Status (Type, Date, Text)

Publication 20000921 A2 Without international search report and to be republished upon receipt of that report.
Examination 20001207 Request for preliminary examination prior to end of 19th month from priority date

17/5/10 (Item 10 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00740854 **Image available**

INTERNET-BASED EXCHANGE FOR PRODUCTS AND SERVICES ECHANGE DE PRODUITS ET SERVICES SUR L'INTERNET

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200054204 A2 20000914 (WO 0054204)
Application: WO 2000US6535 20000310 (PCT/WO US0006535)
Priority Application: US 99266246 19990310

Designated States: CA IL JP SG US

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10221

English Abstract

A computer-based system and method for facilitating transactions between vendors and buyers is disclosed herein. A database containing information relating to a plurality of product or service offerings is compiled, and

is preferably implemented in an object-oriented format. The database is structured so as to reflect relevant aspects of a market for the product and service offerings. Bids identifying one of the offerings within the database, and an associated offer price, may be entered into a computer. Upon entry of a bid, a buyer identifier associated with the bid is optionally generated. The bid is then made available to one or more vendors of the offering; and a buyer corresponding to the buyer identifier is notified upon any vendor acceptances of the bid. In one implementation, the database is updated based upon the results of an internet-based search for product information extracted from the internet sites of various vendors. The vendor-supplied information is assigned to various product categories, and is stored within the database on the basis of these categories. The database may be searched in response to buyer queries for particular products or services. The items of information relating to product offerings or descriptions collected in response to a buyer query are preferably ranked in accordance with criteria determinative of the relevancy of each such item. This allows information obtained from potentially thousands of web sites to be categorized within a single database, and facilitates performance of extremely fast searches in response to buyer queries for product information.

French Abstract

L'invention concerne un systeme informatique et un procede facilitant les transactions entre des vendeurs et des acheteurs. Une base de donnees contenant des informations relatives a une pluralite d'offres de produits ou de services est compilee, et implantee de preference dans un format oriente objet. Cette base de donnees est structuree de facon a refleter les aspects pertinents d'un marche quant aux offres des produits et des services. Les demandes identifiant une des offres dans la base de donnee, et une offre de prix associee, peuvent etre entrees dans un ordinateur. Lors de l'entree d'une demande, un identificateur d'acheteur associe a la demande est eventuellement genere. La demande est alors rendue disponible pour un ou plusieurs vendeurs de l'offre, et un acheteur correspondant a l'identificateur d'acheteur est prevenu de toute acceptation par un vendeur de la demande. Dans un mode de realisation de l'invention, la base de donnees est mise a jour a partir des resultats d'une recherche sur l'Internet de renseignements sur les produits issus de sites Internet de divers vendeurs. La fourniture de renseignements emanant des vendeurs se rapporte a diverses categories de produits, et est stockee dans la base de donnees en fonction de ces categories. On peut faire une recherche dans cette base de donnees pour repondre a des demandes d'acheteur de produits ou de services particuliers. Les types de renseignements relatifs aux offres de produits ou aux descriptions collectees pour repondre a la demande d'un acheteur sont, de preference classes selon des criteres de pertinence correspondants a chacun de ces types. Cette invention permet de ventiler dans une base unique des renseignements obtenus d'un potentiel de milliers de sites web, et elle ameliore les resultats de recherches extremement rapides destinees a repondre a des demande d'acheteurs de renseignements lies aux produits.

Legal Status (Type, Date, Text)

Publication 20000914 A2 Without international search report and to be
republished upon receipt of that report.
Examination 20010125 Request for preliminary examination prior to end of
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17/5/11 (Item 11 from file: 349)
DIALOG(R) File 349:PCT Fulltext
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00739253 **Image available**

A SYSTEM AND METHOD FOR CONDUCTING SECURITIES TRANSACTIONS OVER A COMPUTER
NETWORK

SYSTEME ET PROCEDE DE CONDUITE DE TRANSACTIONS DE VALEURS SUR UN RESEAU
INFORMATIQUE

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200052619 A1 20000908 (WO 0052619)
Application: WO 2000US5150 20000229 (PCT/WO US0005150)
Priority Application: US 99122208 19990301; US 99292552 19990415; US 99292553 19990415

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

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International Patent Class: G06F-017/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 35999

English Abstract

The system and method of the preferred embodiment supports trading of securities over the Internet both on national exchanges and outside the national exchanges. In a preferred embodiment, users are subscribers to a securities trading service offered over the Internet. Preferably, each subscriber to this service is simultaneously connected from his own computer to a first system which provides user-to-user trading capabilities and to a second system which is a broker/dealer (42) system of his/her choice. The system providing the user-to-user trading services preferably includes a root server (50) and a hierarchical network of replicated servers supporting replicated databases. The user-to-user system provides real-time continuously updated stock information and facilitates user-to-user trades that have been approved by the broker/dealer systems with which it interacts.

French Abstract

Le systeme et procede du mode de realisation prefere de l'invention permet le commerce de valeurs sur l'Internet a la fois sur les marches locaux et etrangers. Dans ce mode de realisation, des utilisateurs sont abonnees a un service de transaction sur des valeurs, propose sur l'Internet. De preference, chaque abonne a ce service est connecte simultanement, a partir de son ordinateur, a un premier systeme offrant la possibilite de negocier entre utilisateurs et a un second systeme qui est un systeme de courtiers/operateurs (42) du choix de l'abonne. Le systeme offrant des services de transactions entre utilisateurs comprend, de preference, un serveur (50) a programmes residant en memoire et un reseau hierarchique de serveurs dupliques supportant des bases de donnees dupliques. Le systeme entre utilisateurs fournit des informations en temps reel sur le marche, mises a jour de facon continue, et facilite les echanges qui ont ete approuves par les systemes courtiers/operateurs avec lesquels il interagit.

Legal Status (Type, Date, Text)

Publication 20000908 A1 With international search report.

Examination 20001123 Request for preliminary examination prior to end of 19th month from priority date

17/5/12 (Item 12 from file: 349)
DIALOG(R) File 349:PCT Fulltext
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00738061

METHOD AND SYSTEM CONSTITUTING A VIRTUAL COLLECTIVE ENTITY FOR
MARKET-EFFICIENT RETAIL PURCHASE OF GOODS AND SERVICES
PROCEDE ET SYSTEME CONSTITUANT UNE ENTITE VIRTUELLE COLLECTIVE POUR L'ACHAT
EFFICACE DE BIENS ET DE SERVICES AU DETAIL

Patent Applicant/Assignee:

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US)

Patent Applicant/Inventor:

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(Residence), CA (Nationality), (Designated only for: US)

Legal Representative:

PITCHER Edmund R, Testa, Hurwitz & Thibault L.L.P., High Street Tower,
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200051048 A2 20000831 (WO 0051048)

Application: WO 2000US4369 20000222 (PCT/WO US0004369)

Priority Application: US 99255294 19990222

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10431

English Abstract

Disclosed is an electronic commerce method permitting buyers of goods to participate in a virtual purchasing collective. Participation permits consumers to obtain products at prices normally available only to bulk purchasers, and on occasion to obtain products not otherwise available to them.

French Abstract

L'invention concerne un procede de commerce electronique permettant a des acheteurs de biens de participer a un collectif d'achat virtuel. Cette participation permet a des consommateurs d'obtenir des produits a des prix destines normalement a des acheteurs en gros seulement, et a l'occasion d'obtenir des produits auxquels ils n'auraient autrement pas acces.

Legal Status (Type, Date, Text)

Publication 20000831 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010118 Request for preliminary examination prior to end of 19th month from priority date

17/5/13 (Item 13 from file: 349)

DIALOG(R) File 349:PCT Fulltext

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00733731

Image available

A METHOD AND APPARATUS FOR HANDLING SHIPPING REQUESTS VIA THE INTERNET

PROCEDE ET APPAREIL DESTINE AU TRAITEMENT DE DEMANDES D'EXPEDITION VIA L'INTERNET

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

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Boulevard, Los Angeles, CA 90067, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200046718 A2 20000810 (WO 0046718)

Application: WO 2000US2888 20000202 (PCT/WO US0002888)

Priority Application: US 99118477 19990203; US 2000493823 20000128

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: **G06F-017/60**

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 8991

English Abstract

The invention is directed to a method of handling shipping orders over the Internet. In one or more embodiments of the invention, a shipper provides the necessary shipment information to numerous forwarders by providing the information only once to a service provider. The provided information is then maintained in the service provider's information storage system. The information is provided to a plurality of forwarders. The forwarders are invited to place their bids by a certain deadline. The system queries forwarders to place their bids and enter all relevant information that may be useful to the shipper in making a selection. The placed bids and information are then collected, stored, and arranged by the system for submission to the shipper. Certain information, such as survey results, news articles, or other publications including detailed information about the background of various forwarders that have participated in the bidding process, can also be made available to a shipper, if requested. Once the collected information is submitted to a shipper, he or she has the opportunity to select from the multiple bids provided by the system. Once the shipper accepts a bid, the transaction is completed and a confirmation is forwarded to the forwarder who has won the bid.

French Abstract

La presente invention concerne un procede destine au traitement d'ordres d'expedition sur l'Internet. Dans une ou plusieurs realisations de l'invention, un expediteur fournit l'information d'expedition necessaire a plusieurs groupeurs en une seule fois grace a un fournisseur de services. L'information fournie est alors conservee dans le systeme de stockage d'informations du fournisseur de services. Puis l'information est communiquee a une pluralite de groupeurs. Les groupeurs sont invites a soumettre leur offre avant une certaine date limite. Le systeme demande aux groupeurs de soumettre leur offre et rentre toutes les informations pertinentes qui peuvent etre necessaires a l'expediteur, en faisant une selection. Les offres soumisees sont alors rassemblees, stockees et arrangees par le systeme en vue d'etre presentees a l'expediteur. Certaines informations telles que des resultats d'enquete, de nouveaux articles, ou d'autres publications comprenant une information detaillee a propos des antecedents des divers groupeurs qui ont participe a l'appel

d'offres peuvent aussi etre rendues disponibles a l'expediteur, s'il le souhaite. Une fois l'information rassemblee soumise a un expediteur, il ou elle possede l'opportunit  de choisir parmi les multiples offres fournies par le systeme. Lorsque l'expediteur accepte une offre, la transaction est achevee et une confirmation est envoyee au groupeur qui a remporte l'offre.

Legal Status (Type, Date, Text)

Publication 20000810 A2 Without international search report and to be republished upon receipt of that report.

Search Rpt 20001228 Late publication of international search report

17/5/14 (Item 14 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00732617

COMPUTERIZED GROUP PURCHASING SYSTEM

SYSTEME D'ACHAT GROUPE GERE PAR ORDINATEUR

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200045314 A2 20000803 (WO 0045314)

Application: WO 2000US2082 20000126 (PCT/WO US0002082)

Priority Application: US 99239914 19990129

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 8592

English Abstract

French Abstract

L'invention concerne un systeme d'achat groupe gere par ordinateur qui forme un reseau de communication informatise d'acheteurs et de vendeurs, et permettant de traiter des offres faites par des vendeurs en vue d'obtenir une commande d'achat provenant de groupes d'acheteurs qui partagent une demande similaire d'achat pour un produit ou un service. Le systeme recoit des demandes d'achat provenant de multiples acheteurs, regroupe un ensemble de demandes en une seule demande group e sur la base de criteres de groupage, et laisse les vendeurs faire leurs meilleures offres de prix pour leurs produits, eventuellement selon un mode de vente aux encheres, jusqu'a ce qu'une offre soit determinee comme etant l'offre gagnante. Lorsqu'une offre est gagnante, toutes les demandes d'achat qui constituaient la demande group e beneficient du meilleur prix et le gagnant remporte toutes les commandes de ce groupe.

Legal Status (Type, Date, Text)

Publication 20000803 A2 Without international search report and to be

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Declaration 20010920 Late publication under Article 17.2a
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abstract; title not checked by the International
Searching Authority.

17/5/15 (Item 15 from file: 349)
DIALOG(R) File 349:PCT Fulltext
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00731981 **Image available**

AGGREGATING ON-LINE PURCHASE REQUESTS
GROUPEMENT DE DEMANDES D'ACHAT EN LIGNE

Patent Applicant/Assignee:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200045318 A1 20000803 (WO 0045318)

Application: WO 2000US2222 20000128 (PCT/WO US0002222)

Priority Application: US 99118189 19990201; US 99249727 19990213

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU

LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA

UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: **G06F-017/60**

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 7790

English Abstract

A system and technique which aggregates demand for products or/and services on a real time basis. Individual buyers are aggregated into temporary groups (36, 37). The members of a group can purchase at a volume price. The price paid is based on the number of members in the group. This is done without the members of each temporary group having any interaction with each other and without the members of each temporary group knowing anything about the other members of the temporary group. The price at which products are sold is based upon the number of individuals that have joined each particular group before the buy cycle closes (38).

French Abstract

La presente invention concerne un systeme et une technique de groupement de demandes de produits et/ou de services sur une base de temps reelle. Les acheteurs individuels sont regroupes dans des groupes provisoires (36, 37). Les membres d'un groupe peuvent acheter a un prix qui depend du volume de la demande. Le prix paye depend du nombre de membres du groupe. Selon ce systeme, les membres de chaque groupe provisoire n'etablissent aucun contact entre eux et ne savent rien des autres membres du groupe. Le prix auquel sont vendus les produits depend du nombre d'individus

ayant rejoint chaque groupe particulier avant la fermeture du cycle d'achat (38).

Legal Status (Type, Date, Text)

Publication 20000803 A1 With international search report.

Publication 20000803 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Examination 20001109 Request for preliminary examination prior to end of 19th month from priority date

17/5/16 (Item 16 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00730946 **Image available**

SYSTEM AND METHOD FOR ON-LINE AUCTIONING/BUYING/SELLING GOODS, SERVICES AND INFORMATION

SYSTEME ET PROCEDE DESTINES A LA VENTE AUX ENCHERES / A L'ACHAT / A L'ACQUISITION DE BIENS, DE SERVICES ET D'INFORMATIONS

Patent Applicant/Inventor:

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(Residence), US (Nationality)

Legal Representative:

GROLZ Edward W (et al) (agent), Scully, Scott, Murphy & Presser, 400
Garden City Plaza, Garden City, NY 11530, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200043933 A1 20000727 (WO 0043933)

Application: WO 2000US1852 20000126 (PCT/WO US0001852)

Priority Application: US 99117232 19990126

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 20294

English Abstract

A **World -Wide Web** /Internet-based system and method for facilitating the exchange of goods, services and information between buyers and sellers within a specified geographic area. The system implements a database methodology that organizes and stores information relating to buyers and seller of goods and services (18b) and associates geographic information (18a) with locations of items for sale. A buyer through a web-browser indicates a geographic distance radius and a search is conducted within the database to locate only those items indicated by the buyer that are located within that geographic distance (10). Those items are subsequently displayed and available for a buyer to purchase. Further, direct sales relationships are established locally by maintaining a registry of users that enable participation of other sellers and buyers with the system and tracking the associations of those users with the new buyer and sellers (18c).

French Abstract

L'invention concerne un systeme et un procede bases sur le Web / l'Internet et destines a faciliter les echanges de biens, de services et d'informations entre acheteurs et vendeurs dans une region geographique determinee. Le systeme est fonde sur des methodes d'utilisation de bases

de donnees qui permettent d'organiser et de stocker les informations relatives aux acheteurs et aux vendeurs de biens et de services (18b) et d'associer des informations geographiques (18a) telles que les indicateurs de latitude et de longitude a l'emplacement des articles destines a la vente. En utilisant un navigateur de Web, l'acheteur indique un rayon de distance geographique. On effectue ensuite une recherche dans la base de donnees pour situer uniquement les articles indiques par l'acheteur et se trouvant dans le rayon de la distance geographique indiquee (10). Ces articles sont ensuite affichees et mis a la disposition de l'acheteur afin qu'il puisse en faire acquisition. Ulterieurement les rapports de vente directe sont etablis localement grace au maintien d'un registre d'utilisateurs qui permet la participation au systeme d'autres vendeurs et acheteurs ainsi que la recherche des associations de ces utilisateurs avec de nouveaux acheteurs et vendeurs (18 c).

Legal Status (Type, Date, Text)

Publication 20000727 A1 With international search report.

Examination 20001026 Request for preliminary examination prior to end of 19th month from priority date

Correction 20010809 Corrected version of Pamphlet: pages 1/17-17/17, drawings, replaced by new pages 1/22-22/22; due to late transmittal by the receiving Office

Republication 20010809 A1 With international search report.

17/5/17 (Item 17 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00576356

METHOD AND SYSTEM FOR PROCESSING AND TRANSMITTING ELECTRONIC REVERSE AUCTION INFORMATION

PROCEDE ET SYSTEME DE TRAITEMENT ET DE TRANSMISSION DE DONNEES ELECTRONIQUES DE MISE AUX ENCHERES INVERSEES

Patent Applicant/Assignee:

CARLTON-FOSS John,

Inventor(s):

CARLTON-FOSS John,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200039729 A1 20000706 (WO 0039729)

Application: WO 99US30609 19991220 (PCT/WO US9930609)

Priority Application: US 98113874 19981227; US 99332321 19990614

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Main International Patent Class: G06F-017/60

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10940

English Abstract

In order to conduct an electronic reverse auction, a computer system has a post means for posting product description information across a network (14), a bidding means for submitting a plurality of bids (28), proposals, and means for transmitting other information about goods and bidders. A means for evaluating the bids (16) by a select criteria and a security means is also provided.

French Abstract

Pour conduire une mise aux encheres inversees, un systeme informatique comprend un dispositif postal servant a poster des donnees de description d'un produire via un reseau (14), un dispositif de soumission d'offres

servant a soumettre une pluralite d'offres (28), des propositions et un dispositif servant a transmettre d'autres donnees concernant des biens et des enchereurs. L'invention concerne egalement un dispositif servant a evaluer les offres (16) a l'aide d'un critere selectif et d'un dispositif de securite.

17/5/18 (Item 18 from file: 349)
DIALOG(R)File 349:PCT Fulltext
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00573160

AN AUCTION SYSTEM

SYSTEME DE VENTE AUX ENCHERES

Patent Applicant/Assignee:

GROVES Michael Peter,

Inventor(s):

GROVES Michael Peter,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200036533 A1 20000622 (WO 0036533)

Application: WO 99AU1118 19991217 (PCT/WO AU9901118)

Priority Application: AU 987775 19981217; AU 999534 19990331; AU 999566 19990401

Designated States: AU CA US AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Main International Patent Class: G06F-017/60

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 6995

English Abstract

An **auction** system including a server system (2) for sending current **price** messages (30) and for receiving **bid** messages (32), where the messages are transmitted using single IP packets, and in particular are transmitted using the User Data Protocol (UDP). This significantly improves latency associated with delivery of **auction** data. The system may be a **Dutch auction** system which sets a current **price** for a predetermined interval, and determines all **bids** received during the interval as being at that **price**. The current **price** is increased when the **bids** are not **accepted**. The system also has an interface which includes a clock device for displaying the current **price** based on received current **price** messages and displaying other data based on received **bid** reply messages.

French Abstract

L'invention concerne un systeme de vente aux encheres comprenant un systeme de serveur (2) permettant d'envoyer des messages de prix courant (30) et de recevoir des messages d'offre (32). Ces messages sont transmis au moyen de paquets IP uniques, notamment au moyen du protocole de donnees de l'utilisateur (UDP). Ce systeme permet d'ameliorer sensiblement le temps d'attente associe a la transmission de donnees de vente aux encheres. Ce systeme peut etre un systeme de vente au cadran qui etablit un prix courant pendant une duree predeterminee et determine que toutes les offres recues pendant ladite duree valent ledit prix. Lorsque les offres sont refusees, le prix courant augmente. Ce systeme est egalement pourvu d'une interface comportant un dispositif d'horloge permettant d'afficher le prix courant sur la base de messages recus de reponse aux offres.

17/5/19 (Item 19 from file: 349)
DIALOG(R)File 349:PCT Fulltext
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00569850

A SYSTEM AND METHOD FOR COMPETITIVE PRICING AND PROCUREMENT OF CUSTOMIZED GOODS AND SERVICES

**SYSTEME ET PROCEDE DE DETERMINATION DE PRIX ET D'ACHATS COMPETITIFS
D'ARTICLES ET DE SERVICES PERSONNALISES**

Patent Applicant/Assignee:

GINDLESPERGER William A,

Inventor(s):

GINDLESPERGER William A,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200033223 A1 20000608 (WO 0033223)

Application: WO 99US28187 19991130 (PCT/WO US9928187)

Priority Application: US 98110248 19981130

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE

ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

UA UG UZ VN YU ZA ZW AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT

SE

Main International Patent Class: **G06F-017/60**

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 13029

English Abstract

An apparatus and method for selecting a lowest bidding vendor from a plurality of vendors of a customized good or service, including receiving a set of vendor's attributes from each of the plurality of vendors (8) representing their respective capabilities, and receiving an invitation-for-bid data from the buyer (6) defining a custom job for which the buyer desires price quotes or bids. The vendor attributes or the invitation-for-bid, or both, are received through a web browser (10). The invitation-for-bid is compared to each of the vendor's attributes according to certain standard or optional selection criteria to generate a vendor selection pool (14) of vendors qualified to bid on the job. Each vendor in the vendor selection pool (14) receives a vendor's invitation-for-bid (16). Upon bid approval by buyer, an order is issued to the selected vendor.

French Abstract

La presente invention concerne un appareil et un procede de selection du fournisseur le moins cher parmi une pluralite de fournisseurs d'un article ou d'un service personnalise, consistant a recevoir un ensemble d'attributs de fournisseur representant les capacites respectives de chacun des fournisseurs parmi la pluralite de fournisseurs, et a recevoir de l'acheteur (6) des donnees d'invitation a emettre des offres definissant un travail personnalise pour lequel l'acheteur desire des prix ou des offres. Les attributs du fournisseur ou l'invitation a emettre des offres, ou les deux, sont recus via un explorateur Web (10). L'invitation a emettre des offres est comparee a chacun des ensembles d'attributs de fournisseur en fonction de certains criteres standards ou de selection facultative pour generer un groupe de selection de fournisseurs (14) comprenant les fournisseurs qualifies pour emettre des offres relatives au le travail en question. Chaque fournisseur appartenant au groupe de selection de fournisseurs (14) recoit une invitation de fournisseur a emettre des offres (16). Des que l'acheteur accepte l'offre, un ordre est emis pour le fournisseur selection

Set	Items	Description
S1	2376188	NEGOTIAT? OR BARGAIN? OR HAGGLE? OR (SOLICIT? OR ACCEPT? OR REVIEW?)(4N)(OFFER? OR BID? ?)
S2	243258	(FIND? OR SEEK? OR MINE OR RETRIEV? OR SEARCH?)(5N)(BEST? ? OR LOWEST? OR BETTER? OR LEAST? OR CHEAP?)
S3	7875207	WWW OR WORLD()WIDE()WEB OR WEBSITE? OR WEBPAGE? OR WEB()(SITE? OR PAGE?) OR ECOMMERCE? OR ETAIL? OR (ELECTRONIC? OR DIGITAL? OR VIRTUAL? OR ONLINE? OR ON()LINE)(4N)(SALE? OR SELLING OR VENDOR? OR RETAIL? OR SHOP?)
S4	39067	(REVERSE? OR DUTCH? OR VICKRY OR DESCENDING()BID OR VICKERY)(S)(AUCTION? OR BID OR BIDS OR BIDDING)
S5	3	AU=(YUEN H? OR YUEN, H?)
S6	8719	S1 AND S2 AND S3
S7	77185	S2 AND S3
S8	31798	S1 AND S2
S9	387517	S1 AND S3
S10	767	S2 AND S4
S11	8481	S1 AND S4
S12	12408	S3 AND S4
S13	0	S5 AND (S1 OR S4)
S14	134880	S2 AND (AUCTION? OR BID? OR OFFER? OR HAGGLE? OR BARTER? OR NEGOTIAT?)
S15	4742	DYNAMIC()PRIC?
S16	7	S1(S)S2(S)S3 AND S4
S17	39	S1(S)S3(S)S4 AND (S14 OR S15)
S18	0	S5 AND (S1 OR S2 OR S3 OR S4)
S19	7459	S2(5N)(AUCTION? OR BID? OR OFFER? OR HAGGLE? OR BARTER? OR NEGOTIAT?)
S20	780	S3(S)S19
S21	135	S20 AND (S1 OR S4)
S22	43	S20(S)(S1 OR S4)
S23	86	S16 OR S17 OR S22
S24	49	RD (unique items)
S25	21	S24 NOT PY>1999
S26	14	S25 NOT PD=990630:20000630
S27	14	S26 NOT PD=20000630:20011031
File	15:ABI/Inform(R)	1971-2001/Oct 24 (c) 2001 ProQuest Info&Learning
File	9:Business & Industry(R)	Jul/1994-2001/Oct 23 (c) 2001 Resp. DB Svcs.
File	623:Business Week	1985-2001/Oct W2 (c) 2001 The McGraw-Hill Companies Inc
File	810:Business Wire	1986-1999/Feb 28 (c) 1999 Business Wire
File	275:Gale Group Computer DB(TM)	1983-2001/Oct 22 (c) 2001 The Gale Group
File	624:McGraw-Hill Publications	1985-2001/Oct 23 (c) 2001 McGraw-Hill Co. Inc
File	813:PR Newswire	1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc
File	636:Gale Group Newsletter DB(TM)	1987-2001/Oct 23 (c) 2001 The Gale Group
File	621:Gale Group New Prod. Annou.(R)	1985-2001/Oct 23 (c) 2001 The Gale Group
File	16:Gale Group PROMT(R)	1990-2001/Oct 23 (c) 2001 The Gale Group
File	610:Business Wire	1999-2001/Oct 24 (c) 2001 Business Wire.
File	148:Gale Group Trade & Industry DB	1976-2001/Oct 23 (c)2001 The Gale Group
File	20:World Reporter	1997-2001/Oct 24 (c) 2001 The Dialog Corporation

01789875 04-40866

Uses and consequences of electronic markets: An empirical investigation in the aircraft parts industry

Choudhury, Vivek; Hartzel, Kathleen S; Konsynski, Benn R

MIS Quarterly v22n4 PP: 471-507 Dec 1998

ISSN: 0276-7783 JRNL CODE: MIS

WORD COUNT: 16910

...TEXT: not adequately capture the complexity of electronic markets. For instance, while ILS sometimes helps buyers find a **better** price, in other cases it can help suppliers extract an extra premium by providing more...

... the participating buyers and sellers in some market to exchange information about prices and product **offerings** " (Bakos 1997, p. 1676). It has also been defined as an electronic intermediary over which...

... stones industry; and TELCOT in the cotton industry (Lindsey et al. 1990).

The primary benefit **offered** by an electronic market is efficient market search, or electronic brokerage (Malone et al. 1987...type in the title of a CD to get a list of Web-based sellers **offering** that CD. For a seller, listing a product on an electronic market is an efficient...

... a class of systems that have become particularly popular with the emergence of the Internet: **auction**-oriented electronic markets that allow sellers to compare **bids** from multiple buyers. On electronic **auction** systems, sellers list products for sale, but not prices, and then solicit and compare **bids** from buyers electronically. Examples of such electronic **auction** systems include AUCNET, for the sale of used cars in Japan (HBS 1989); Tele Flower **Auction**, an electronic **auction** system in the Dutch Flower Market (Kambil and Heck 1996); and **AuctionWeb**, a web-based system (<http://www.ebay.com/aw>) that allows a seller to list a product and **solicit bids** from buyers over a fixed period of time.

Some electronic markets do not support direct price comparisons but provide market intelligence that helps buyers and sellers be more informed **negotiators**. For instance, Centrox includes a database of **auction** results on all major paintings and sculpture sold at 172 **auction** houses. SportsNet, an electronic market for sports cards, includes reports of daily fluctuations in prices...

... Fastparts Plus (www.fastparts.com), a market for electronic components, buyers and sellers can exchange **bids** and counter-**bids** directly over the system until they agree on a price.

Execution: Finally, an electronic market...important in determining optimum buyer search behavior, such as the heterogeneity of consumers and product **offerings**, market structure, and whether or not the buyer knows the distribution of prices (Reinganum 1979...

... electronic market to search for product information, that is, to find the set of sellers **offering** products that match the buyer's criteria. All electronic markets, including those that support just...

... revealed through the initial search carry identical products. The buyer's objective, therefore, is to find the **best** possible price by comparing prices from as many of these sellers as is efficient. If...

...on the other hand, the buyer's primary objective is more likely to be to find the seller with the **best** product fit and minimize the "product fit costs" that the buyer must incur if he...

...or able to pay, the buyer will move on to the seller with the next **best**

<http://kambil.stern.nyu.edu/teaching/cases/auction/flowers.html>, 1996.

Kohler, H. Statistics for Business and Economics (3rd ed.), Harper Collins, New...

27/3,K/2 (Item 2 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01774937 04-25928
Best deals on the road
Edgerton, Jerry
Money v28n3 PP: 140-148 Mar 1999
ISSN: 0149-4953 JRNL CODE: MON
WORD COUNT: 3506

...TEXT: lot.

Whether you order from the factory or buy off the lot, the way to **negotiate** the **best** price remains the same: **Find** out the dealer's cost for the options you want, add those figures to the car's base dealer's cost and **bargain** up. You can look up all those figures in Edmund's New Car Prices or online at www.edmunds.com.

More often than not, options are packaged. That complicates comparison shopping but also...

27/3,K/3 (Item 3 from file: 15)
DIALOG(R) File 15:ABI/Inform(R)
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01663116 03-14106
WISs and electronic commerce
Tenenbaum, Jay M
Communications of the ACM v41n7 PP: 89-90 Jul 1998
ISSN: 0001-0782 JRNL CODE: ACM
WORD COUNT: 809

...TEXT: because fulfillment as well as sales can be completed online. A handful of supersites now **offer** customers the opportunity to compare thousands of insurance policies and loans. No wonder expensive networks...

... their customers' computers can use to place orders, book reservations, and make transactions. Companies will **offer** their services online in this manner; shipping, banking, procurement, contract manufacturing and so forth. Companies...

...Omitted)

Captioned as: Figure 1.

(Illustration Omitted)
Captioned as: Figure 2.

Merchants, both physical and **virtual**, have traditionally controlled the **retail** sales process: They set the price, the terms, and the operating hours; buyers can basically...

...for retail buyers, giving them the kind of leverage enjoyed by corporate purchasing agents when **negotiating** with smaller suppliers. Consumers will scour the Net using shopping agents to **find** the **cheapest** flight, the closest restaurant, or the best health plan. They will post **reverse** advertisements **soliciting** **bids** from motivated merchants. And they will join with other buyers in coalitions to exact better...

27/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01591075 02-42064

Creating a custom mass-production channel on the Internet

Elofson, Greg; Robinson, William N

Communications of the ACM v41n3 PP: 56-62 Mar 1998

ISSN: 0001-0782 JRNL CODE: ACM

WORD COUNT: 3497

...TEXT: that better fit a buyer's requirements are generally described in the literature on automated **negotiation** (see www.cis.gsu.edu/~wrobinso for a bibliography on the subject or [7] for a starting point). In the context of the model under discussion, the fundamental value of automated **negotiation** remains in its ability to search for a common product specification over a number of...

... least two fundamental options in striking a deal with suppliers. The first is a simple **auction** in which suppliers **bid** on the product and number specified by the buyers' electronic broker-the nature of the **auction** to be determined by the broker (for example, sealed **bid** , **Dutch auction**). This has the advantage of further reducing buyer search costs and is the approach used...

27/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01582219 02-33208

New tricks of the trade

Kador, John

AS/400 Systems Management v26n2 PP: 48-50 Feb 1998

ISSN: 1086-881X JRNL CODE: SSW

WORD COUNT: 1010

...ABSTRACT: leveraging information from a community. 3. Customers broadcast desired product requirements, allowing different vendors to **offer bids** . Software agents exist to **search** multiple Web sites for the **best** price on desired items. Electronic commerce creates new opportunities for deliver firms to provide more...

...TEXT: the transaction costs incurred in exchanging goods or services. Transaction costs include product searches; drafting, **negotiating** and safeguarding the terms of a sale; payment and settlement; and enforcing contracts or resolving...

... emerging search strategy is for customers to broadcast desired product requirements, allowing different vendors to **offer bids** . Buyers subscribing to **BidnAsk** , an online electronic trading floor at www.bidnask.com, for example, can post requests for computers and other equipment and receive **bids** . These changes reduce the customer's search costs. The supplier's costs may vary as...

... trading requires processes for valuation. In the simplest model, the seller posts a non-negotiable **offering** price and reduces it until someone buys the product. The Internet makes the price of a good or service more transparent to customers.

Software agents exist to **search** multiple Web sites for the **best** price on desired items. In addition to such agents, the Internet's interactive and inexpensive communication infrastructure enables different and **dynamic price** discovery mechanisms.

An emerging technique is to use **auction** models, some of which work in real time. For example, Onsale, Menlo Park, Calif., developed a live **auction** on the World Wide Web for refurbished computer and audio equipment (www.onsale.com). Users may **bid** on a product until a specified time. The **auction** then closes, and the seller **accepts** the highest **bids**

. Netherlands-based Wehkamp uses a Dutch auction model: The price starts high and drops until users bid at a specified level and clear the auction inventory of computers and other goods.

3) Logistics. This is the specification and coordination of...

27/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01576359 02-27348
Travel pros' tips for no-hassle vacations
Bell, Carrie Sears
Medical Economics v75n3 PP: 128-132 Feb 9, 1998
ISSN: 0025-7206 JRNL CODE: MDE
WORD COUNT: 1483

...TEXT: worth an extra few minutes in the parking lot," says Colwell.

5. Take advantage of bargains on the Web. Though airline and travel-company Web sites generally don't offer better deals than you'd find elsewhere, one exception is when airlines put a limited number of seats on sale only on their Web site. These sales, typically for flights leaving within the week or even the next day, aren't available to travel agents. If you follow the airline Web pages closely, don't mind traveling on short notice, and are enrolled in the frequent-flier...

27/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00854409 95-03801
Cutting costs using electronic information
Lilley, Vic
Purchasing & Supply Management PP: 38-39 Dec 1993
ISSN: 0309-7242 JRNL CODE: PSU
WORD COUNT: 1486

...TEXT: metals, energy and financials are also available. Such prices can be used as a benchmark for negotiating actual purchases in commodities. They might also be used when buying products containing a high percentage of a commodity, such as a copper immersion tank. Benchmark prices are useful when negotiating with existing suppliers, but suppose you are looking for a supplier? You might well be...

...might be lower or higher than the LME price. So it's possible to go electronic shopping, although unfortunately you cannot find the lowest offer using a query through their software; you have to step through each page.

Reuters does...

27/3,K/8 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2001 Resp. DB Svcs. All rts. reserv.

02429263
WEB RESEARCH PUTS CAR BUYERS IN DRIVER'S SEAT
(Availability of on-line research has increased the bargaining power of car buyers; more than 50% of all new-car purchases are expected to be influenced by the Internet by 2003)
Chicago Tribune, p 4;5
March 29, 1999
DOCUMENT TYPE: Regional Newspaper ISSN: 1085-6706 (United States)
LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

The availability of on-line research has increased the **bargaining** power of car buyers. **Web sites** such as Cars.com, CarPoint, DealerNet, Autobytel and Edmund's, as well as other sites that provide key information on different cars, allow buyers to **negotiate** effectively and **seek** the **lowest** possible price. According to Donna Hoffman, an Internet marketing expert with Vanderbilt University's Owen...

27/3,K/9 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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02289901 SUPPLIER NUMBER: 54436159 (USE FORMAT 7 OR 9 FOR FULL TEXT)

UK - **BargainFinder Web Site Finds Cheapest Deals 04/20/99.**

Newsbytes, NA

April 20, 1999

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 446 LINE COUNT: 00038

TEXT:

...to where CDs, books, videos, and games can be ordered on the Net, but also **offers** an interrogation and **search** facility to provide the **best** price for the goods being ordered. Known as the **BargainFinder** service, the facility can be found on the Web at <http://www.shopguide.co.uk>. According to company officials, the service offers Web surfers access to the...

...Newsbytes notes. Daniel Gestetner, managing director of Focus Digital, the company that created the ShopGuide **Web site**, said that the **BargainFinder** service will make shopping for the best deals on the Net an enjoyable and stress free process for the UK's 10 million Internet users. According to Gestetner, **BargainFinder**'s search engine, which uses technology that has never before been available in the UK...
...of the biggest online audiences in the UK," he said, adding that, thanks to the **BargainFinder** service, shoppers will be able to compare the same products from different retailers for the...

...retail sites. Newsbytes notes that the ShopGuide shopping Web portal lists over 350 recommended UK **Web sites** selling thousands of different items, including clothes, computers, beauty products, tickets, toys, and holidays. Newsbytes...

...be listed in the directory, so ensuring its impartiality. Reported by Newsbytes News Network, <http://www.newsbytes.com>. (19990420/Press
Contact: Georgina Rice, Midnight Communications +44-1273-709977; Reader
Contact: Daniel...

27/3,K/10 (Item 2 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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02192441 SUPPLIER NUMBER: 20062157 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Electronic trails to college. (Internet and World Wide Web provide valuable resources for college-bound students) (The Online Connection)

(Internet/Web/Online Service Information) (Column)

Dyrli, Odvard Egil

Technology & Learning, v18, n3, p10(1)

Oct, 1997

DOCUMENT TYPE: Column ISSN: 1053-6728 LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 649 LINE COUNT: 00061

ABSTRACT: The Internet and **World Wide Web** offer a powerful tool in the **search** for the **best** -fit colleges and financial aid packages. The majority of universities and colleges now have **Web sites** offering maps,

school photographs, sound bites, video clips and virtual reality tours. The **Web sites** also offer up-to-date information on programs, faculty and facilities. As good as these...

...looking for, and discover financial aid and scholarship opportunities. Also, many colleges and universities now **accept** electronic applications and even **offer** online coursework. Among the popular online sources for college information is 100hot/College (www.100hot.com/college) listing the top 100 college **Web sites**, ranked by number of hits, with links to each school. Those seeking financial aid can look under www.finaid.org, a comprehensive and independent guide to student financial aid services and resources.

27/3,K/11 (Item 3 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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02188216 SUPPLIER NUMBER: 20821611 (USE FORMAT 7 OR 9 FOR FULL TEXT)

First Filipino Medical Web Site Intros Docs to Internet.

Newsbytes, n36, pNEW06190003

June 19, 1998

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 936 LINE COUNT: 00079

... computer hardware, Intermed ensures that doctors don't have to waste their time and money **finding** the **best bargain**.

Intermed also **offers** free services to medical organizations such as Web page development, including maintenance, and hosting, computerized...

27/3,K/12 (Item 4 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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02105097 SUPPLIER NUMBER: 19799905

Web sites allow real-time delivery of data.(Value-Added Distributors)

(Internet/Web/Online Service Information)

Gold, Steve

Electronic Engineering Times, n972, pl28(1)

Sep 22, 1997

ISSN: 0192-1541 LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT: Designers need component information, which includes technical, market and business data, and the ideal **Web site** would offer all three elements at once. The technical data would include product information, while...

...are many sites, none offer an ideal nexus of information, and users must too often **negotiate** through many pages to **find** some information. The **best** site would supply accurate and complete technical information. It would show how the product could...

27/3,K/13 (Item 5 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01722027 SUPPLIER NUMBER: 16289019 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Sell me a system: our secret shoppers rate the computer-buying experience.

(includes related article on buying tips)

Zaino, Jennifer

Home Office Computing, v12, n11, p53(5)

Nov, 1994

ISSN: 0899-7373 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 4952 LINE COUNT: 00378

... fellow told us.

Though it may not sound like it, in general, most people who **shopped** at **electronics** stores rated the experience as good or very good--partly because of attractive prices (under \$800 for an IBM PS/1 486SX/25) and, in some cases, a willingness to **negotiate** ("If you can **find** a **better** deal somewhere else, come back and we'll beat it!"). That the clerks seemed enthusiastic...

27/3,K/14 (Item 1 from file: 20)
DIALOG(R)File 20:World Reporter
(c) 2001 The Dialog Corporation. All rts. reserv.

02962215
Emgold Mining Corp. Announces Report on Idaho-Maryland Project Issued
Through Gold Ridge Investment Corp.
BUSINESS WIRE
September 29, 1998
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1028

...1K4 Canada Phone: (604) 687 - 4622 Fax: (604) 687 - 4212 Toll-Free:
(888) 267 - 1400 **website** : [http://www .emgold.com](http://www.emgold.com) CONTACT: Emgold Mining
Corporation, Vancouver Andrew Hunter, 1-888/267-1400 Phone: 604/687-4622
Fax: 604/687-4212 **website** : <http://www .emgold.com> 12:12 EDT SEPTEMBER
29, 1998

Set	Items	Description
S1	65485	NEGOTIAT? OR BARGAIN? OR HAGGLE? OR (SOLICIT? OR ACCEPT? OR REVIEW?)(4N)(OFFER? OR BID? ?)
S2	15744	(FIND? OR SEEK? OR MINE OR RETRIEV? OR SEARCH?)(5N)(BEST? ? OR LOWEST? OR BETTER? OR LEAST? OR CHEAP?)
S3	71037	WWW OR WORLD()WIDE()WEB OR WEBSITE? OR WEBPAGE? OR WEB()(S-ITE? OR PAGE?) OR ECOMMERCE? OR ETAIL? OR (ELECTRONIC? OR DIG-ITAL? OR VIRTUAL? OR ONLINE? OR ON()LINE)(4N)(SALE? OR SELLING OR VENDOR? OR RETAIL? OR SHOP?)
S4	1441	(REVERSE? OR DUTCH? OR VICKRY OR DESCENDING()BID OR VICKER-Y)(S)(AUCTION? OR BID OR BIDS OR BIDDING)
S5	170	AU=(YUEN H? OR YUEN, H?)
S6	15	S1 AND S2 AND S3
S7	398	S2 AND S3
S8	178	S1 AND S2
S9	878	S1 AND S3
S10	2	S2 AND S4
S11	99	S1 AND S4
S12	53	S3 AND S4
S13	0	S5 AND (S1 OR S4)
S14	1224	S2 AND (AUCTION? OR BID? OR OFFER? OR HAGGLE? OR BARTER? OR NEGOTIAT?)
S15	194	DYNAMIC()PRIC?
S16	0	S7 AND S4
S17	1	S8 AND S4
S18	7	S9 AND S4
S19	1	S11 AND S14
S20	110	S3 AND S14
S21	11	S20 AND (S4 OR S1)
S22	31	S3(S)S4
S23	52	S6 OR S10 OR S17 OR S18 OR S19 OR S21 OR S22
S24	52	RD (unique items)
S25	43	S24 NOT PY>2000
S26	18	S25 NOT PY>1999
S27	13	S26 NOT PD>990630
File	77:	Conference Papers Index 1973-2001/Sep (c) 2001 Cambridge Sci Abs
File	35:	Dissertation Abs Online 1861-2001/Oct (c) 2001 ProQuest Info&Learning
File	583:	Gale Group Globalbase(TM) 1986-2001/Oct 23 (c) 2001 The Gale Group
File	2:	INSPEC 1969-2001/Oct W3 (c) 2001 Institution of Electrical Engineers
File	65:	Inside Conferences 1993-2001/Oct W3 (c) 2001 BLDSC all rts. reserv.
File	233:	Internet & Personal Comp. Abs. 1981-2001/Oct (c) 2001 Info. Today Inc.
File	99:	Wilson Appl. Sci & Tech Abs 1983-2001/Sep (c) 2001 The HW Wilson Co.

27/5/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

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6604196 INSPEC Abstract Number: C2000-07-7120-005

Title: Pocket BargainFinder: a handheld device for augmented commerce

Author(s): Brody, A.B.; Gottsman, E.J.

Author Affiliation: Center for Strategic Technol. Res., Andersen Consulting, Northbrook, IL, USA

Conference Title: Handheld and Ubiquitous Computing. First International Symposium, HUC'99. Proceedings (Lecture Notes in Computer Science Vol.1707) p.44-51

Editor(s): Gellersen, H.-W.

Publisher: Springer-Verlag, Berlin, Germany

Publication Date: 1999 Country of Publication: Germany xii+390 pp.

ISBN: 3 540 66550 1 Material Identity Number: XX-1999-02668

Conference Title: Proceedings of HUC99: International Symposium on Handheld and Ubiquitous Computing 1999

Conference Date: 27-29 Sept. 1999 Conference Location: Karlsruhe, Germany

Language: English Document Type: Conference Paper (PA)

Treatment: Applications (A); General, Review (G)

Abstract: The Internet has engendered a new type of commerce, commonly referred to as electronic commerce, or E-commerce. But despite the phenomenal growth of E-commerce, the vast majority of transactions still take place within the realm of traditional, physical commerce. Pocket **BargainFinder** is a handheld device that seeks to bridge the gap between electronic and traditional commerce. It represents one of the earliest examples of a new breed of commerce we call augmented commerce. With Pocket **BargainFinder**, a consumer can shop in a physical retail store, find an item of interest, scan in its barcode, and search for a lower price among a set of **online retailers**. The device allows customers to physically inspect products while simultaneously comparison **shopping online** (where prices are often lower). As such, Pocket **BargainFinder** is an example of a disruptive technology that may well transform the nature of both electronic and physical commerce. With consumers able to find the **best** price regardless of where they shop, the physical retailer is left at a distinct disadvantage. (12 Refs)

Subfile: C

Descriptors: electronic commerce; Internet; mobile computing; portable computers

Identifiers: Pocket **BargainFinder**; handheld device; augmented commerce; Internet; electronic commerce; E-commerce; **online retailers**

Class Codes: C7120 (Financial computing); C5430 (Microcomputers); C7210N (Information networks)

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27/5/2 (Item 2 from file: 2)

DIALOG(R)File 2:INSPEC

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6512307 INSPEC Abstract Number: C2000-04-7120-020

Title: Arbitration and matchmaking for agents with conflicting interests

Author(s): Tesch, T.; Fankhauser, P.

Author Affiliation: Integrated Publication & Inf. Syst. Inst., German Nat. Res. Center for Inf. Technol., St. Augustin, Germany

Conference Title: Cooperative Information Agents III. Third International Workshop, CIA'99. Proceedings (Lecture Notes in Artificial Intelligence 1652) p.323-34

Editor(s): Klusch, M.; Shehory, O.M.; Weiss, G.

Publisher: Springer-Verlag, Berlin, Germany

Publication Date: 1999 Country of Publication: Germany xi+401 pp.

ISBN: 3 540 66325 8 Material Identity Number: XX-1999-02057

Conference Title: Proceedings of CIA-99 - Third International Workshop on Cooperative Information Agents

Conference Sponsor: Deutsche Telekom AG; George Mason Univ.; Daimler-Chrysler AG; Active Online Syst.; et al

Conference Date: 31 July-2 Aug. 1999 Conference Location: Uppsala, Sweden

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: The exchange of goods and services among software agents requires reliable and fair brokering mechanisms to match trading parties and to mediate among their conflicting interests. Available trading models for **electronic** marketplaces are fixed price **selling**, bilateral multi-step **negotiations**, and various forms of **auctioning**. These models demand trading parties to evaluate appropriate interest matches on their own and encourage them to pretend inexact interests to their advantage. We introduce an arbiter as an intermediary that **finds** buyers and suppliers with **best** matching interests. The intermediary uses matching and arbitration protocols that ensure better overall benefit than random matches, avoid advantages for agents that manipulate their interests (lies), preserve the mutual privacy of interests of the trading parties, and, if desired, their anonymity. We analyse the protocols with respect to their applicability under various conditions, investigate their robustness with different utility distributions by simulations, and describe which forms of interest manipulations can be avoided. (15 Refs)

Subfile: C

Descriptors: cooperative systems; electronic commerce

Identifiers: agent arbitration; agent matchmaking; conflicting interests; software agents; information brokering; trading models; electronic marketplaces; fixed price selling; bilateral multi-step **negotiation**; **auctioning**; privacy; anonymity; protocols; simulation

Class Codes: C7120 (Financial computing); C6170 (Expert systems and other AI software and techniques); C1230 (Artificial intelligence)

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27/5/3 (Item 3 from file: 2)

DIALOG(R)File 2:INSPEC

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6512305 INSPEC Abstract Number: C2000-04-7180-002

Title: **Secure agent-mediated auction-like negotiation protocol for Internet retail commerce**

Author(s): Wang, X.F.; Yi, X.; Lam, K.Y.; Zhang, C.Q.; Okamoto, E.

Author Affiliation: Sch. of Comput., Nat. Univ. of Singapore, Singapore

Conference Title: Cooperative Information Agents III. Third International Workshop, CIA'99. Proceedings (Lecture Notes in Artificial Intelligence 1652) p.291-302

Editor(s): Klusch, M.; Shehory, O.M.; Weiss, G.

Publisher: Springer-Verlag, Berlin, Germany

Publication Date: 1999 Country of Publication: Germany xi+401 pp.

ISBN: 3 540 66325 8 Material Identity Number: XX-1999-02057

Conference Title: Proceedings of CIA-99 - Third International Workshop on Cooperative Information Agents

Conference Sponsor: Deutsche Telekom AG; George Mason Univ.; Daimler-Chrysler AG; Active Online Syst.; et al

Conference Date: 31 July-2 Aug. 1999 Conference Location: Uppsala, Sweden

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: With the proliferation of retail commerce on the Internet, mobile agents play more and more important roles in automating information brokering and **negotiation** for **online shopping**. However, due to the limited computing resources and security concerns, current first-generation shopping agents have limited capacities to conduct commercial **bargaining**. On the other hand, though **auctions** appear promising to solve these difficulties with their fairness and openness features, they suffer from the problems such as **reversed** consumer-buyer relation and low performance. We propose a secure agent-mediated **auction**-like **negotiation** protocol which combines together the favorable features of a traditional English **auction** and mobile agent scheme. Its features include: an **auction**-like scheme which keeps the dominant equilibrium in the English **auction** and rationalizes consumer-seller relation in retail commerce;

security for **negotiation** agents is guaranteed which makes tampering on an agent body easy to detect; and flexibility during the trading is achieved by combining information gathering and **negotiation** together while few communications are needed. (11 Refs)

Subfile: C

Descriptors: cooperative systems; electronic commerce; home shopping; Internet; retail data processing; security of data

Identifiers: agent-mediated protocol; auction-like **negotiation** protocol ; Internet; retail commerce; mobile agents; information brokering; performance; **online shopping** ; data security; first-generation shopping agents; agent **negotiation** ; information gathering

Class Codes: C7180 (Retailing and distribution computing); C6170 (Expert systems and other AI software and techniques); C1230 (Artificial intelligence); C6130S (Data security); C7210N (Information networks); C7120 (Financial computing)

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27/5/4 (Item 4 from file: 2)

DIALOG(R)File 2:INSPEC

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6261012

Title: Looking for Mr. Site [Web design]

Author(s): Mie-Yun Lee

Journal: Inc vol.21, no.4 p.96-8, 100

Publisher: Inc. Publishing,

Publication Date: 1999 Country of Publication: USA

CODEN: INCCDU ISSN: 0162-8968

SICI: 0162-8968(1999)21:4L:96:LSD;1-O

Material Identity Number: D594-1999-007

Language: English Document Type: Journal Paper (JP)

Treatment: Economic aspects (E)

Abstract: Two CEOs search for Web design wheat amid a heap of chaff. People say the customer is always right. Jim Campbell, president of P.W. Campbell Inc., a \$35-million Pittsburgh company that designs and constructs buildings for financial institutions such as banks and credit unions, warns you not to believe them. His search for a Web-development firm reflects that philosophy-only in **reverse** . Knowing next to nothing about **Web - site** creation, the president went looking for someone who wouldn't do his **bidding** as much as explain to him what that **bidding** ought to be. The first time Rob Snell tried to put his company on the Internet, he failed. Snell had founded Gun Dog Comics while he was a college student, in 1988. By 1995 the half-million dollar business had four locations, but sales had begun to slump. Snell knew he had to find a market beyond that of the comic-book aficionados of Mississippi State University. He thought he might find that market on the Web. The fulfillment part of electronic commerce didn't faze Snell in the least. After years of helping out at his parents' pet-supply company, he understood mail order. To further aid matters, he was already a credit-card merchant, and he didn't have some elaborate database that he'd have to tie into an electronic front end. (0 Refs)

Subfile: D

Descriptors: construction industry; information resources; retailing; user interfaces

Identifiers: Web design; P.W. Campbell Inc.; Web development firm; Web site creation; Internet; Gun Dog Comics; electronic commerce

Class Codes: D2080 (Information services and database systems); D2115 (Property market and building industry); D2140 (Marketing, retailing and distribution)

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27/5/5 (Item 5 from file: 2)

DIALOG(R)File 2:INSPEC

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5602556 INSPEC Abstract Number: C9707-7170-007

Title: OSM: an Open Service Model for global information brokerage and

distribution

Author(s): Cunningham, R.J.; Diacakis, A.; Pitt, J.V.

Author Affiliation: Dept. of Comput., Imperial Coll. of Sci., Technol. & Med., London, UK

Conference Title: IEE Colloquium on Intelligent World Wide Web Agents
(Digest No.1997/118) p.2/1-5

Publisher: IEE, London, UK

Publication Date: 1997 Country of Publication: UK 58 pp.

Material Identity Number: XX97-01053

Conference Title: IEE Colloquium Intelligent World Wide Web Agents
(Digest No.1997/118)

Conference Sponsor: IEE

Conference Date: 17 March 1997 Conference Location: London, UK

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: From a commercial point of view, the vast amount of information on products and services available on the Internet is difficult, if not impossible to search. Descriptions of these **offerings** appear in all kinds of formats and in various locations. Searches are usually text-based, whereas semantic-based searches would be more appropriate. The OSM project is a European initiative to create an effective marketplace for products and services delivered through on-line systems. The OSM project introduces the concept of brokers; brokers are intermediates who act as matchmakers. Brokers aim to **find** the **best** conditions for their clients (consumers and providers) to make a deal in a commercial transaction. This is achieved by matching appropriate consumers with relevant providers. Brokers can also mediate and make the exchange of information between the participating parties quicker, cheaper and better. They help to overcome the limitations of direct **negotiations** between customers and suppliers. Agent technology is becoming more popular on distributed and on-line systems such as the **WWW**. The flexibility of agents makes them suitable for many applications. The main area of application of OSM would be electronic trading, including services such as electronic publishing, personalised news and information retrieval. New markets will present new opportunities in value-added services, brokerage centres and intermediate agencies. (4 Refs)

Subfile: C

Descriptors: commerce; electronic publishing; electronic trading; information dissemination; information retrieval; Internet; marketing data processing; open systems; software agents

Identifiers: Open Service Model; Agent technology; global information brokerage; global information distribution; Internet; semantic-based searching; European initiative; OSM project; on-line systems; brokers; matchmakers; commercial transaction; information exchange; direct **negotiations**; suppliers; customers; electronic trading; electronic publishing; personalised news; information retrieval; value-added services

Class Codes: C7170 (Marketing computing); C7210 (Information services and centres); C6170 (Expert systems); C7220 (Generation, dissemination, and use of information); C7250 (Information storage and retrieval); C7230 (Publishing and reproduction); C7120 (Financial computing)

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27/5/6 (Item 6 from file: 2)

DIALOG(R) File 2:INSPEC

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03527130 INSPEC Abstract Number: D90000299

Title: The logic of electronic markets

Author(s): Malone, T.W.; Yates, J.; Benjamin, R.I.

Journal: Harvard Business Review vol.67, no.3 p.166-72

Publication Date: May-June 1989 Country of Publication: USA

CODEN: HABRAX ISSN: 0017-8012

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: Innovative companies like American Hospital Supply, United Airlines, and McKesson have been widely applauded for their clever use of information technology. By using computers to help customers order supplies or make airline reservations, such companies have boosted their profits and

net worth and permanently altered the competitive dynamics of their industries. But companies that try to imitate these mavericks by 'locking in' customers may be left behind by an evolution away from single-source **electronic sales** channels toward '**electronic markets**' that include many suppliers' **offerings**. The evolution of computer-aided buying and selling will disrupt conventional marketing and distribution patterns. Ultimately, the electronic links between suppliers and customers will have an even more important effect on the economy. By reducing the costs of **negotiating** and consummating deals and by helping buyers find the **best** supplier, electronic markets will make it more attractive to buy certain goods and services than to make them. (0 Refs)

Subfile: D

Descriptors: marketing

Identifiers: computer-aided selling; information technology; airline reservations; **electronic sales**; electronic markets; computer-aided buying; electronic links

Class Codes: D2140 (Marketing, retailing and distribution)

27/5/7 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00531583 99IY04-102

Trying Priceline.com's patent medicine -- You may love the price - but pay attention to the other stuff they're selling

Gimein, Mark

Industry Standard, The , April 12, 1999 , p21-22, 2 Page(s)

ISSN: 1098-9196

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Examines the success of Priceline.com in its original arena (airline tickets) and predicts whether this success will continue as it expands into other service industries. Says Priceline.com's approach, in which customers name the price they're willing to pay, has worked well in the inefficient marketplace of airline travel. Adds that this method can transfer into other inefficient markets as well, citing hotel room bookings as an example. Delineates the problems inherent in using Priceline.com to obtain a low-cost home loan. Contends that the true secret to Priceline.com's success is not its '**reverse auction**' format, but its special offers to customers. Explains that bidders are presented with additional **offers** which, if **accepted**, effectively raise the value of their **bid**. Says Priceline.com makes money on these deals even when the **bids** are not successful. Mentions that only 12 percent of **bids** are met. Includes one photo. (af)

Descriptors: **Web Sites**; Internet; Finances; Travel; Business

27/5/8 (Item 2 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00483290 98PI01-066

TravelWeb

Garris, John

PC Magazine , January 6, 1998 , v17 n1 p196, 1 Page(s)

ISSN: 0888-8507

Company Name: Pegasus Systems

URL: <http://www.travelweb.com>

Product Name: TravelWeb

Languages: English

Document Type: Software Review

Grade (of Product Reviewed): C

Geographic Location: United States

Presents a mixed review of TravelWeb (free) an online travel service from Pegasus Systems Inc., Dallas, TX (800). The site is poorly integrated and lacks the breadth of features of other sites reviewed. It does have the

best hotel **search** and reservation feature of the 11 sites reviewed, with a detailed search form which allows specification of amenities for an extensive database of hotels around the world. The site uses ITN to handle flight reservations but is not as friendly as some other ITN sites. It does not store profiles or preferences and it makes booking flights and hotels two separate processes. The user cannot pay for both with a single electronic transaction and this is the only site of the 11 that cannot handle car rentals. It does not **offer** travel packages but it does list low hotel fares for upcoming weekends for **bargain** hunters. It needs more features to be competitive. (djd)

Descriptors: **Web Sites** ; Travel

Identifiers: TravelWeb; Pegasus Systems

27/5/9 (Item 3 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00468327 97CZ08-001

Find anything online -- What are you looking for? Cybrarian Reva Basch can track it down. Fast. Use her search secrets, and the best information on the Net...

Basch, Reva

Computer Life , August 1, 1997 , v4 n8 p58-74, 9 Page(s)

ISSN: 1076-9862

Languages: English

Document Type: Buyer and Vendor Guide

Geographic Location: United States

Presents a buyers' guide to high-performance search engines, in-depth indexes, and hybrids of the two, as well as automated metasearch agents and other shortcuts. Includes a sidebar that presents a checklist of top search engine features for seven popular search engines: HotBot, Infoseek, AltaVista, Deja News, Excite, IFind, and Lycos. **Offers** capsule **reviews** and ratings out of four stars for these seven search engine, noting areas of caution and providing a tip on use. Includes seven indexes: Excite, Yahoo, The Argus Clearinghouse, Infoseek, WebCrawler, The **WWW** Virtual Library, and The Mining Company. Also includes five metasearch agents, or software applications that run through individual search engines and return the results to your desktop, including: Internet FastFind, WebEx 2.0, WebSeeker 3.0, EchoSearch 2.0, and WebCompass 2.0. Discusses push technology and notes three customized search options. Includes four sidebars and 15 screen displays. (smg)

Descriptors: Online Searching; Indexing; Internet; Research; Push Technology; Search Engines

27/5/10 (Item 4 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00444490 96PI12-129

WebCrawler

Mace, Thomas

PC Magazine , December 3, 1996 , v15 n21 p245, 247, 2 Page(s)

ISSN: 0888-8507

Company Name: GNN

Product Name: WebCrawler

Languages: English

Document Type: Software Review

Grade (of Product Reviewed): C

Hardware/Software Compatibility: IBM PC Compatible

Geographic Location: United States

Presents a mixed review of WebCrawler (free) from GNN, Berkeley, CA (510). The site provides a nice selection of site reviews and a powerful query-customization syntax. In use, it sometimes delivered strong lists of relevant hits, but when it failed to do so, quite often extensive tweaking of the search queries failed to improve the result. The site supports the use of Boolean AND, OR, and NOT and the proximity operator NEAR. It also

supports the use of the ADJ operator (which indicates that two words must appear together in the order entered. In testing, this seemingly powerful set of operators frequently delivered a result set no **better** than **searching** on a plain phrase. The site does **offer** many categorized **Web site reviews** in 15 content categories with multiple subcategories. It also lists 25 most linked-to sites and a ticker that displays live queries being entered by other users. Includes one screen display. (djd)

Descriptors: **World Wide Web** ; Online Searching; Software Review
Identifiers: WebCrawler; GNN

27/5/11 (Item 5 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00423935 96OL05-006

Cool tools for Web searching: an update

Courtois, Martin P

Online , May 1, 1996 , v20 n3 p29-36, 8 Page(s)

ISSN: 0146-5422

Languages: English

Document Type: Feature Articles and News

Geographic Location: United States

Discusses trends in Web searching, new services, and changes in major Web **search** services. Says the **best** services are currently commercial ventures or one that receive significant support from companies and the next wave of services will combine large indexes, browsable subject categories, and annotations of Web resources. Adds that a number of services have begun to concentrate on indexing the best information sources on the Web. Notes that new services are developing smaller services but are selective in the sources added and **offer** in-depth descriptions or **reviews** of sites. Comments on specific sites. Contains site addresses. Recommends conducting your search in several **search** services to get the **best** results during comprehensive **searches** or when researching obscure topics. Includes five screen displays, a sidebar, and a resource guide. (dpm)

Descriptors: Online Searching; **Web Sites** ; Trends; Information Sources; Web Tools

27/5/12 (Item 6 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00390698 95LK07-035

ONSALE brings thrill of the auction to the Web -- Provides ever-changing inventory of collectibles and bargains

LINK-UP , July 1, 1995 , v12 n4 p34, 1 Page(s)

ISSN: 0739-988X

Product Name: ONSALE

Languages: English

Document Type: Product Announcement

Geographic Location: United States

Announces ONSALE, a new **auction** retail service featuring close-out merchandise, collectibles, and other limited quantity goods. Says the **auction** service can be reached at the following URL: <http://www.onsale.com>. Notes that almost 200 computer-related items were featured in a charity **auction** for the Computer Museum in Boston. Remarks that one of three interactive formats will be used to sell merchandise from ONSALE: **dutch auctions** , where several identical items are offered for sale at the same time and the available inventory is purchased by the highest bidder at the lowest successful bidder's price; markdowns, where merchandise decreases in price in time intervals; and standard **auctions** , where an item is placed on sale for a fixed period of time and sold to highest bidder. Adds that customers are notified by e-mail during the **bidding** process. (KLB)

Descriptors: **Electronic Shopping** ; **World Wide Web** ; Internet; Retailing

Identifiers: ONSALE

27/5/13 (Item 1 from file: 99)
DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs
(c) 2001 The HW Wilson Co. All rts. reserv.

1748365 H.W. WILSON RECORD NUMBER: BAST97070320
Following climate change diplomacy, science, and advocacy
Parris, Thomas M;
Environment v. 39 (Nov. '97) p. 52-3
DOCUMENT TYPE: Feature Article ISSN: 0013-9157 LANGUAGE: English
RECORD STATUS: Corrected or revised record

ABSTRACT: The subject of global climate change will be at the center of world interest in December when the third Conference of the Parties to the UN Framework Convention on Climate Change convenes in Kyoto, Japan. The meeting will provide the international diplomatic, scientific, policy, and advocacy communities one more opportunity to debate and possibly agree on an enforceable plan of action to restrict human emissions of greenhouse gases. The writer presents details of the **best** places on the Internet to **find** information about the progress of **negotiations**, the underlying science involved, and advocacy groups' positions on the issues.

DESCRIPTORS: **Web sites** ; Climatic changes;

Set	Items	Description
S1	49175	NEGOTIAT? OR BARGAIN? OR HAGGLE? OR (SOLICIT? OR ACCEPT? OR REVIEW?) (4N) (OFFER? OR BID? ?)
S2	4723	(FIND? OR SEEK? OR MINE OR RETRIEV? OR SEARCH?) (5N) (BEST? ? OR LOWEST? OR BETTER? OR LEAST? OR CHEAP?)
S3	27926	WWW OR WORLD()WIDE()WEB OR WEBSITE? OR WEBPAGE? OR WEB() (SITE? OR PAGE?) OR ECOMMERCE? OR ETAIL? OR (ELECTRONIC? OR DIGITAL? OR VIRTUAL? OR ONLINE? OR ON()LINE) (4N) (SALE? OR SELLING OR VENDOR? OR RETAIL? OR SHOP?)
S4	219	(REVERSE? OR DUTCH? OR VICKRY OR DESCENDING()BID OR VICKERY) (S) (AUCTION? OR BID OR BIDS OR BIDDING)
S5	0	AU=(YUEN H? OR YUEN, H?)
S6	43	S1 AND S2 AND S3
S7	367	S2 AND S3
S8	489	S1 AND S2
S9	889	S1 AND S3
S10	4	S2 AND S4
S11	46	S1 AND S4
S12	29	S3 AND S4
S13	0	S5 AND (S1 OR S4)
S14	1544	S2 AND (AUCTION? OR BID? OR OFFER? OR HAGGLE? OR BARTER? OR NEGOTIAT?)
S15	23	DYNAMIC()PRIC?
S16	1	S7 AND S4
S17	2	S8 AND S4
S18	9	S9 AND S4
S19	2	S11 AND S14
S20	1	S15 AND S2
S21	55	S6 OR S10 OR S16 OR S17 OR S18 OR S19 OR S20
S22	54	RD (unique items)
S23	34	S22 NOT PY>1999
S24	22	S23 NOT PD>990630

File 278:Microcomputer Software Guide 2001/Sep

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File 634:San Jose Mercury Jun 1985-2001/Oct 23

(c) 2001 San Jose Mercury News

File 256:SoftBase:Reviews,Companies&Prods. 85-2001/Sep

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24/3,K/1 (Item 1 from file: 634)
DIALOG(R)File 634:San Jose Mercury
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09846024

WHO OWNS APPRAISALS

San Jose Mercury News (SJ) - Saturday, December 12, 1998
By: Mercury News Wire Services
Edition: Morning Final Section: Real Estate Page: 2F
Word Count: 1,471

...CONTRACT

Q

For several days prior to signing a contract to buy a home, we **negotiated** the price and were able to reduce it by about 4 percent. The contract stated...

... can be forced to perform to the original contract via arbitration. We should not have to **negotiate** with them because they promised to make the items leak-free.

They said they changed their minds because they dropped the price during our **negotiations**. At this point, I simply want to cancel the sale, get our deposit back and...

... deny you your right conduct inspections. What to do is up to you. You can **negotiate** a termination of the contract. You can also seek to enforce the contract according to...

... any other consumer purchase, it's up to you to shop around, ask questions and **find** the **best** price. Mortgage brokers aren't obligated to give you the best price. However, the **best** will try to **find** you a good price and a program with a high-level of service.

John Reyes...of Real Estate, 1515 Clay St., Suite 702, Oakland, Calif. 94612-1413; (510) 622-2552; **www** .dre.ca.gov

John Reyes
RE/MAX Realty Professionals

24/3,K/2 (Item 2 from file: 634)
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09834121

ENTREPRENEURS ARE WELL-SERVED BY LEGAL SMARTS

San Jose Mercury News (SJ) - Monday, November 30, 1998
By: (Mercury News Staff Writer Steve Kaufman)
Edition: Morning Final Section: Business Monday Page: 1E
Word Count: 1,387

...of the agreement, and you don't need a lawyer for that. You can also **negotiate** and write down the terms of a contract hammered out with the other side, without...

... 202) 707-3000 and asking for the proper form or by downloading it from their **Web site** at <http://lcweb.loc.gov/copyright>.

If it's a trademark or patent issue, however...care about. If it's not 50 percent, he or she is probably not the **best** choice. **Find** an expert in the subject, even if it means paying a higher hourly rate. Don't be afraid to try to **negotiate** the hourly rate; also discuss the possibility of a flat rate and contingency fees. Get...

... are other solutions within alternative dispute resolution. Mediation, which relies on an independent third-party **negotiator**, is a particularly attractive alternative and invaluable if you have a dispute with another

business...

24/3,K/3 (Item 3 from file: 634)
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09595005

**THERAPY FROM LONG DISTANCE DEBATED INTERNET, TELEPHONE AND MAIL COUNSELING
EXPECTED TO GROW**

San Jose Mercury News (SJ) - Sunday, April 5, 1998

By: STEVE JOHNSON, Mercury News Staff Writer

Edition: Morning Final Section: Front Page: 1A

Word Count: 1,382

... kind of psychotherapy that is covered, these sources say, some people suffering emotional problems are **seeking cheaper** alternatives. And some therapists say they are willing to experiment to supplement their office practice...

...or are too embarrassed to go. Besides, they add, their prices tend to be a **bargain**, compared to office sessions. And they insist they understand the therapeutic limitations.

'I'm not...

... said Bindler, whose customers pay by credit card and who calls himself 'CyberPsych' on his **Web page**. Through his e-mail responses, which he has provided to two or three dozen clients...

...and hopefully it helps them.'

Rosenblatt, who promotes his 'Therapy Line' telephone service on his **Web page**, believes he provides help to those who otherwise might not get it.

'A lot of...

24/3,K/4 (Item 4 from file: 634)
DIALOG(R)File 634:San Jose Mercury
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09588087

CONSUMERS CAN SAVE BIG MONEY WITH SAVVY PHONE CHOICES

San Jose Mercury News (SJ) - Sunday, March 29, 1998

By: JON HEALEY, Mercury News Staff Writer

Edition: Morning Final Section: Computing + Personal Tech Page: 1F

Word Count: 2,861

...things,' Mordock said.

Consumers thus have all the more reason to sign up for the **best** discount plan they can **find**. It helps to be online, but the key is knowing how many long-distance calls...

...to out-of-state long-distance calls.

One more thing: You should always try to **bargain** with salespeople, playing one company's offer against another's, even though the best deals ... calling patterns is by visiting the Telecommunications Research and Action Center's site on the **World Wide Web** (<http://www.trac.org>). Aided by Salestar, a San Francisco company that collects information on long-distance... and surf the Internet together, directing each other's computers to specific sites on the **World Wide Web**.

'Communications is the next great wave to hit the Internet,' Schulman said. 'Wave number one...

24/3,K/5 (Item 5 from file: 634)
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09566039

FILING A COMPLAINT AGAINST YOUR AGENT

San Jose Mercury News (SJ) - Saturday, March 7, 1998
By: Mercury News Wire Services
Edition: Morning Final Section: Real Estate Page: 2F
Word Count: 1,460

... Department of Real Estate at (415) 904-5925. The consumer page of the department's **Web site** is at
[http:// www .dre.cahwnet.gov/Consmnu.htm](http://www.dre.cahwnet.gov/Consmnu.htm) .

-- Frederick L. Pilot,
Common Interest
Consumer Project
A
If the...

... accurate information regarding space rental fees and park amenities, as well as the ability to **negotiate** a contract for you. Manufactured housing meeting federal guidelines is a safe and affordable alternative...
... Internet in Mercury Center among the Real Estate Home Page's Special Reports at [http://www .mercurycenter.com/realestate/build/mobile.htm](http://www.mercurycenter.com/realestate/build/mobile.htm) . It contains a list of mobile home resources and...

... the escrow officer under any obligation to explain that line item to me or at **least find** out if I was aware of what it meant?

A
Federal law mandates that a...at (415) 904-5925. The department's consumer page on the Web is at [http:// www .dre.cahwnet.gov/Consmnu.htm](http://www.dre.cahwnet.gov/Consmnu.htm) .

-- John Reyes,
RE/MAX Realty Professionals

Q
We bought a...

24/3,K/6 (Item 6 from file: 634)
DIALOG(R)File 634:San Jose Mercury
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09524060

REFI Q&A NAVIGATING THE TANGLED THICKET OF MORTGAGE REFINANCING OPTIONS

San Jose Mercury News (SJ) - Saturday, January 24, 1998
By: BRODERICK PERKINS, Mercury News Real Estate Writer
Edition: Morning Final Section: Real Estate Page: 1F
Word Count: 1,478

...prepayment penalties that kick in if you refinance again too soon.

Q
How do I **find** a lender to get the **best** deal?

A
Start with your current lender. Some lenders have marketing programs that include efforts...

... current lender makes a deal you like, shop established and trusted brokers and lenders to **seek** a **better** deal. Get references from people you trust, especially those who've recently refinanced.

If your...bad do your really want this?' You have to know what's going on and **negotiate** ,'' says Peattie.

Q

Once I find a deal I like, should I lock in the...

...assistance

(box) Consumer Reports offers a frank discussion about shopping for a mortgage at <http://www.consumerreports.org/Samples/Reports/9711mor0.htm> .

(box) Freddie Mac's weekly mortgage survey and historical mortgage tables are at <http://www.freddiemac.com/function/fm-news/fm-pmms/pmms.htm> .

(box) Mortgage News Service's Mortgage...

... the best dissertations on mortgage rate locks and other mortgage information. It's at <http://www.mercurycenter.com/realestate/mortgage/> .

(box) Personal finance software maker Intuit offers the Quicken Refinance Center at <http://www.quicken.com/mortgage/refinance/> .

(box) Peter Miller's ''The Mortgage Hunter'' (Harper Perennial, \$14) and his **Web site** at <http://www.ourbroker.com> answer hundreds of mortgage-related questions.

24/3,K/7 (Item 7 from file: 634)

DIALOG(R)File 634:San Jose Mercury

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09300006

DIGITAL AND INTEL TO SETTLE PENTIUM-SUIT AGREEMENT EXPECTED TODAY

San Jose Mercury News (SJ) - Monday, October 27, 1997

By: TOM QUINLAN, Mercury News Staff Writer

Edition: Morning Final Section: Front Page: 1A

Word Count: 669

TEXT:

...morning, as the two companies announce a long-rumored legal settlement.

Sources familiar with the **negotiation** indicated the final agreement will be similar to a version that came to light weeks...

...declined to answer additional questions.

Although the agreement is far short of what Digital was **seeking** , it may be the **best** outcome the company could reasonably have expected.

Early on, Digital's audacious claims looked like...

... based on its own chips -- including Alpha -- Intel-based systems accounted for 27 percent of **Digital** 's total **sales** at the time the lawsuit was filed.

The hardball tactics carried risk for Intel as...

...become ever more dependent on Intel's products, and many analysts expect it to become **virtually** an Intel-only **shop** over time.

That should help Intel as well.

''Intel gets some real benefit from a...

24/3,K/8 (Item 8 from file: 634)

DIALOG(R)File 634:San Jose Mercury

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09217033

**SMALLER CUSTOMERS HIT HARDEST; 185,000 WORKERS LEAVE THEIR JOBS SHIPPERS
KNOTTED IN DELIVERY TANGLE WALKOUT: RIVAL FIRMS SWAMPED.**

San Jose Mercury News (SJ) - Tuesday, August 5, 1997

By: ADAM LASHINSKY AND TRACY SEIPEL, Mercury News Staff Writers

Edition: Morning Final Section: Front Page: 1A

Word Count: 1,159

MEMO:

...News wire services contributed to this report. For continuous updates on the UPS strike: [http:// www . mercurycenter.com/news/ breaking/](http://www.mercurycenter.com/news/breaking/)

... is buying 'mission-critical' software that will help the start-up company's customers use its **Web site** . He initially considered driving to Borland headquarters in Scotts Valley, but by the end of...

... parcels to mail-forwarding services, such as Mail Boxes Etc. and Mail Bag, which are **better** able to find a freight carrier for you. Some carriers will serve only existing customers; a forwarding service...

...and Roberts Express Co. (1-800-635-9856).

* If you own a small business, consider **negotiating** a new long-term relationship with another shipper, such as Federal Express Corp., Emery Worldwide...

24/3,K/9 (Item 9 from file: 634)

DIALOG(R)File 634:San Jose Mercury

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09085076

**SHOPPING FOR A MUTUAL FUND? RATING SERVICES HELP INVESTORS WHO ARE HUNGRY
FOR STRAIGHT FACTS AND NOT SUGAR-COATED SALES PITCHES**

San Jose Mercury News (SJ) - Wednesday, March 26, 1997

By: MARK SCHWANHAUSSER, Mercury News Staff Writer

Edition: Morning Final Section: Getting Ahead Page: 8G

Word Count: 2,572

...but they control the presentation. And you can explore a growing list of books, newsletters, **Web sites** , online services and software that break down various facets of mutual-fund investing.

But for...

... a single page. And Morningstar has improved on both counts by finally unveiling its own **Web site** ([http://www .morningstar.net/](http://www.morningstar.net/)), where it's giving away portions of its famous reports. Morningstar probably won't ever give away the full report, but you can use its **Web site** to narrow your fund search inexpensively.

Then, you can order the full reports you need...

... phoning Morningstar (\$5 each, 800-735-0700), downloading them from the INVESTools site (\$5, [http://www .investools.com/cgi-bin/Library/msmf.pl](http://www.investools.com/cgi-bin/Library/msmf.pl)) or standing in line for the binder at...

...s three-, five- and 10-year ratings.

Investors generally won't go wrong narrowing their **search** to funds that have at **least** three stars - those are all at least 'average,' said Alan Lavine, co-author of 'Thevalue' stocks (those deemed to be selling at **bargain** prices), 'growth' stocks (those whose earnings and revenues are expected to increase rapidly) or some...

... it should come as no surprise that Morningstar does not give it away on its **Web site** . 'That's what you're paying extra for,' said Ted Allrich, author of 'The On...

24/3,K/10 (Item 10 from file: 634)
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08507011

**MANY SOFTWARE DATA SOURCES AVAILABLE THE BEST WAY TO FIND OUT IF
SOFTWARE DOES WHAT YOU WANT IS TO TRY BEFORE YOU BUY. ASK FOR A
DEMONSTRATION.**

San Jose Mercury News (SJ) - Sunday, January 7, 1996
By: Greg Kane, Knight-Ridder News Service
Edition: Morning Final Section: Computing Page: 7F
Word Count: 420

**MANY SOFTWARE DATA SOURCES AVAILABLE THE BEST WAY TO FIND OUT IF
SOFTWARE DOES WHAT YOU WANT IS TO TRY BEFORE YOU BUY. ASK FOR...**

... another good resource. Find your local MUG by calling Apple at (800)
SOS-APPL.

The **best** way to **find** out if software does what you want is to try
before you buy. Computer stores...

...service or get them directly from the publisher through the mail or over
an Internet **Web page** .

Don't be afraid of mail-order software. Huge national mail-order firms,
like MacWarehouse...

...with small back-of-the-magazine companies and always pay by credit card.

Look for **bargains** . To lure you into their store, computer superstores
may offer "loss leader" software below their cost. Mail-order houses
routinely bundle programs into **bargain** packages to die for: MacWarehouse
has been selling the world's three best Mac utilities...

24/3,K/11 (Item 11 from file: 634)
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08242185

WINE LOVERS ON THE WEB POUR A GLASS AND CHECK OUT THESE ON-LINE SITES

San Jose Mercury News (SJ) - Wednesday, August 30, 1995
By: DAVID PLOTNIKOFF, Mercury News Staff Writer
Edition: Morning Final Section: Food Page: 5G
Word Count: 598

TEXT:

... to the enjoyment and study of wine on the subsection of the Internet
called the **World Wide Web** . For details on what the Web is and how to
get connected see the story...

...on the Web, try pointing your Web-browser at Yahoo, one of the Web's
best search -and-index services: [http:// www .yahoo.com](http://www.yahoo.com).

Here are five starting points for a Web-surfing sojourn devoted to wine:

[http:// www .2way.com/food/wine](http://www.2way.com/food/wine). Unlike the many amateur sites on the Web
that cover one...

...85. No details as to the quality of his nose or finish.
Frequent updates

[http:// www .iglou.com/why/wine.html](http://www.iglou.com/why/wine.html). Louisville-based wine writer
Robin Garr's Wine **Bargain** Page, updated on a near-daily basis, features
succinct (almost telegraphically terse) reviews of recent...

...access either, you'll have to download an Adobe Acrobat form-reader from the site.) **Best** of all, you'll find 75 links to other great wine sites on the Web.

<http://www.interlog.com/eye/Food-drink/Drinks/tudor.htm>. Canadian wine writer Dean Tudor's Web...

... distilled spirits. The hub-site, updated with at least a dozen new resources monthly, covers **Web sites**, Internet mailing lists, file archives and Usenet newsgroups (Net-based discussion areas). What more could...

24/3,K/12 (Item 12 from file: 634)
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08006007

BETWEEN ACTS AT CIRCLE STAR LIMBO: THE BANK THAT BOUGHT THE THEATER IN A FORECLOSURE AUCTION SAYS IT WILL SELL, BUT IT DOESN'T KNOW WHEN OR TO WHOM.

San Jose Mercury News (SJ) - Friday, January 6, 1995
By: JANET RAE-DUPREE, Mercury News Staff Writer
Edition: Peninsula/Am Section: Local Page: 1B
Word Count: 618

TEXT:

... Threatened with the wrecking ball last month after it was sold to a Minneapolis-based **electronics retailer**, the landmark theater-in-the-round was snatched out of escrow and sold for about...

... the new owner, California Commerce Bank in San Jose, could still close the deal with **electronics retailer** Best Buy, bank officials couldn't say exactly what will happen now to the nine...

...the moment." The sale price was just over half what owner Jim Burney had been **seeking** for the property.

Best Buy, a Minneapolis-based discount warehouse chain, had agreed to buy the 3,700-seat...

...reached for comment Thursday on the abrupt turn of events.

But officials familiar with the **negotiations** said final settlement of his deal with Best Buy hit a glitch two weeks ago...

24/3,K/13 (Item 13 from file: 634)
DIALOG(R)File 634:San Jose Mercury
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06828024

GOOD GUYS BETS THAT THE CUSTOMER IS ALWAYS RIGHT

San Jose Mercury News (SJ) - Monday, November 23, 1992
By: TOM SCHMITZ, Mercury News Staff Writer
Edition: Morning Final Section: Business Monday Page: 1E
Word Count: 1,324

TEXT:

... experienced consumers. And they are here to talk about that most baffling of consumer experiences, **shopping** for home **electronics**.

"I feel very intimidated," offers one woman.

... its market. In its reliance on such data-gathering, the Good Guys sometimes resembles an **electronics** manufacturer more than a **retailer**.

"We do a lot of market research," says Chairman and President Bob Gunst.

"We talk...

... revealed that consumers hated the then-common practice of hard-sell haggling. So it replaced **negotiation** with a system of guaranteed low prices -- a strategy that other retailers such as archrival...merchandise gets generated by selling you the wrong product," says Gunst. "If we do a **better** job finding out what the customer really wants, we don't create it."

The prototype store

The...

...performance survey, in which customers rated their satisfaction with the store in comparison to other **electronics retailers** in the area.

Wesley says he hasn't seen the results yet. "But," he adds...

DESCRIPTORS: **ELECTRONICS** ; CONSUMER; **RETAIL** ; **SALE** ; STORE; COMPANY;
SERVICE; POLICY

24/3,K/14 (Item 14 from file: 634)

DIALOG(R)File 634:San Jose Mercury
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05042426

DECRYING THE GREAT WALL OF JAPAN

SAN JOSE MERCURY NEWS (SJ) - Monday, May 29, 1989

By: ROBERT A. RANKIN, Mercury News Washington Bureau

Edition: Morning Final Section: Business Monday Page: 1D

Word Count: 1253

... of the world's automobiles. They were good enough to generate \$225 million in global **sales** last year, in **virtually** every market except Japan; and they provided 2,000 jobs.

Nor does Fel-Pro's...

...competitive options might be available.

That system contradicts free-trade principles, which assume that traders **seek** the **best** options available at the lowest prices in open competitive markets. Instead, Japan's keiritsus effectively...

... James A. Baker III and Treasury Secretary Nicholas Brady to initiate a separate round of **negotiations** with Japan outside the Trade Act's deadlines.

Those **negotiations** are intended to push Japan into overhauling its pervasive economic and cultural barriers to trade...

... percent -- essentially the same market share they've held since 1973, despite 16 years of **negotiations**, treaties, currency devaluations, sanctions for violating treaties and other conventional efforts to "create a level...

24/3,K/15 (Item 15 from file: 634)

DIALOG(R)File 634:San Jose Mercury
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05034249

WHY HOUSING PRICES WILL KEEP GOING UP

SAN JOSE MERCURY NEWS (SJ) - Sunday, April 30, 1989

By: GARY BLONSTON, Mercury News Staff Writer

Edition: Morning Final Section: Front Page: 1A

Word Count: 3130

... away at buying power. Local industries are leaving because of housing costs. Disillusioned residents are **seeking better** buys and easier lives beyond the Bay Area. In the face of all that, can...the number of sales suddenly were amounting to more than 90 percent of new listings. **Virtually** every house was **selling**, and especially desirable homes were attracting multiple offers above asking price the first day they...

... dramatic strengthening of the weak dollar that has made American real estate such a seeming **bargain** to people with strong foreign currencies to spend. A change in climate. Some social change...

24/3,K/16 (Item 16 from file: 634)
DIALOG(R)File 634:San Jose Mercury
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04587462

LAW SCHOOL'S TENURE POLICIES HIT BOALT STUDENTS SEE RACE, SEX BIAS
SAN JOSE MERCURY NEWS (SJ) - Thursday, November 3, 1988
By: ELLEN GOODWIN, Mercury News Staff Writer
Edition: Alameda County/AM Section: Local Page: 1B
Word Count: 638

...than the male pool.

The committee that found a pattern of gender discrimination based its **finding** at **least** partly on internal university documents that summarized the law school's tenure review process over...

...or elsewhere on the UC-Berkeley campus.'

The faculty's decision to reconsider Shultz's **bid** for tenure was an unusual move. As far as Choper could recollect, the faculty has **reversed** a tenure denial only once before.

Shultz's tenure won't be official until it...

24/3,K/17 (Item 1 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00115558 DOCUMENT TYPE: Review

PRODUCT NAMES: eBay (736414); ONSALE (683434); WebCharity (743691); FirstAuction (743704); Online Dutch Auction (743712)

TITLE: Going Once...Going Twice... Cybersold!
AUTHOR: Manjourides, Carolyn
SOURCE: Link-Up, v16 n2 p22(1) Mar/Apr 1999
ISSN: 0734-988X
HOME PAGE: http://www.infotoday.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20010331

...**PRODUCT NAMES: 743704); Online Dutch Auction (**

A discussion of online **auctions** highlights many **auction** sites on the Web, including those selling general merchandise and those that fund charities. One site owner states that surfers who attend online **auctions** are attracted to and looking for **bargains**. Business-to-business **auctions** are large revenue producers, and allow companies with an oversupply of industrial commodities or companies...

...and obtain what they need. Many computer and consumer electronics products are sold at online **auctions** , and at eBay, users can trade 24 hours a day. About 1.3 million users...

...s goal is to assist charities in profiting from the quickly expanding popularity of Internet **auctions** and the expansiveness of **World Wide Web** philanthropists. Internet **auctions** can last anywhere from an hour to a week, and have differing formats. For instance, Klik-Klok's Online **Dutch Auction** offers items at a high price while the clock ticks and the items' prices drop until someone buys something. Yankee **auctions** are more common: a few identical items at a high price are offered for sale concurrently, and the highest bidders get the goods at the close of the **auction** .

24/3,K/18 (Item 2 from file: 256)

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

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00114338 DOCUMENT TYPE: Review

PRODUCT NAMES: Software Agents (835561); Internet Marketing (835552)

TITLE: License to Bill: Agents are terrifying to retailers

AUTHOR: Majer, Alan Dover, Mike

SOURCE: NewMedia, v9 n1 p11(1) Jan 1999

ISSN: 1060-7188

HOME PAGE: <http://www.newmedia.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

REVISION DATE: 20010331

Agents, which **find** the **best** deals available on the Internet from **online retailers** , tell **shoppers** prices, features, and shipping in just seconds. Shopping bots can be even more useful if...

...in retail establishments. An example of a site that provides access to shopping bots is [www .botspot.com](http://www.botspot.com), which lists over 30 shopping agents, including mysimon.com, acses.com, and roboshopper.com. Such sites as Compare.net add to the power of **shopping** bots with an **online** buyers' guide from specific product categories. However, intelligent shopping agents do not only find **bargains** . A new group of agents will assist in finishing transactions while staying inside a stated budget. Andersen Consulting has developed the Pocket **Bargain** Finder, a portable phone with a wireless modem and a stylus for scanning bar codes. It **finds** the **lowest** possible price for an item over the Internet in real time, and can be used...

24/3,K/19 (Item 3 from file: 256)

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

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00114053 DOCUMENT TYPE: Review

PRODUCT NAMES: Company - Open Market Inc (861553); Company - Lycos Inc (864285)

TITLE: With Assist From Open Market, Lycos Enters Commerce Game

AUTHOR: Roberts, Bill

SOURCE: Internet World, v5 n5 p6(1) Feb 8, 1999

ISSN: 1097-8291

HOME PAGE: <http://www.iw.com>

RECORD TYPE: Review
REVIEW TYPE: Company

REVISION DATE: 20010331

...from an e-commerce network that Lycos will build using Open Market's technologies. However, **negotiations** are still in the initial stage, and Lycos was unwilling to talk about pricing. Yahoo...

...Open Market's ShopSite storebuilding software. One analyst notes that this method allows Lycos to **find out cheaply** if e-commerce is right for the company. If not, they have not gone ahead...

...1998 by jumping into e-commerce feet first by purchasing Viaweb. Yahoo! now has an **online** mall with 3,000 **shops** and will buy GeoCities for \$5 billion in stock, which gives Yahoo! even more opportunity...

24/3,K/20 (Item 4 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00100088 DOCUMENT TYPE: Review

PRODUCT NAMES: Internet (833029)

TITLE: The Best Free Stuff Online
AUTHOR: Tweney, Dylan
SOURCE: PC World, v15 n5 p106(10) May 1997
ISSN: 0737-8939
HOMEPAGE: <http://www.pcworld.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20010331

Bargain hunters love the Internet because just about everything available costs nothing, including software **World Wide Web pages**, software utilities, and technical support, career guidance and travel information, business news, and stock quotes. However, users have to know where to look to **find the best** content; such content can be useful, such as sites with Windows tips and time-savers...

...such as a screensaver that shows a fireplace with a burning log. Users can also **find the best** shareware libraries and the best programs to download from the Internet. Shareware.com provides a...

...categories of 'free stuff' highlighted include technical support; free Internet services, including e-mail and **Web pages**; graphics libraries; desktop ornaments, including Screensavers, fonts; business news and government-sponsored information resources; travel...

24/3,K/21 (Item 5 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00095620 DOCUMENT TYPE: Review

PRODUCT NAMES: AltaVista (610011); Infoseek Guide (594121); Lycos (549827); Open Text Index (591556); WebCrawler (594873); Yahoo! (584622)

TITLE: The Search Is Over: The search-engine secrets of the pros
AUTHOR: Page, Adam
SOURCE: PC/Computing, v9 n10 p143(7) Oct 1996
ISSN: 0899-1847

RECORD TYPE: Review
REVIEW TYPE: Review
GRADE: A

REVISION DATE: 20010930

Internet search engines help end-users sort through millions of **Web pages** to find specific information. There are several search engines available, and the trick to effective...

...fast searches and daily updates. An advanced search option allows for more complex searches. Excite **offers** conceptual **searches** and site **reviews** and is **best** for situations where the exact term relating to the search may not be known. HotBot can limit searches to **Web pages** containing specific technologies, such as Shockwave, but it offers only limited Boolean features. InfoSeek's...

...arguments are not accepted. OpenText's Open Text Index indexes every word of millions of **Web pages**, and offers strong Boolean features. America Online's WebCrawler includes a link-back search that lets a Webmaster see who has linked to a **Web site**, and also offers a Best of the Net review site. Yahoo! is not actually a search engine, but a directory of **Web sites** that have been submitted and categorized, and is a good beginning.

24/3,K/22 (Item 6 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00090855 DOCUMENT TYPE: Review

PRODUCT NAMES: BargainFinder (578789); WebCompass (595853); Smart Bookmarks (596701); Surfbot (613452); WebArranger 2.0 (596698)

TITLE: Unleashing Agents
AUTHOR: Griswold, Steve D
SOURCE: Internet World, v7 n5 p55(3) May 1996
ISSN: 1097-8291
HOMEPAGE: <http://www.iw.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20010331

PRODUCT NAMES: BargainFinder (

Intelligent agents help to keep track of specific areas of information over the **World Wide Web**. A prototype tool called **BargainFinder**, created by Andersen Consulting, is used for **online comparison shopping**. **BargainFinder** will send out smart agents to multiple online CD stores, and **find** the **best** price for a specific title. Quarterdeck's WebCompass sends an intelligent robot to multiple search...

...in descending order. First Floor Software's Smart Bookmarks posts an agent to a specific **Web site** and reports any significant changes to the user. Surflogic LLC's Surfbot, for Windows 95...

Set	Items	Description
S1	56416	NEGOTIAT? OR BARGAIN? OR HAGGLE? OR (SOLICIT? OR ACCEPT? OR REVIEW?) (4N) (OFFER? OR BID? ?)
S2	2288	(FIND? OR SEEK? OR MINE OR RETRIEV? OR SEARCH?) (5N) (BEST? ? OR LOWEST? OR BETTER? OR LEAST? OR CHEAP?)
S3	13449	WWW OR WORLD()WIDE()WEB OR WEBSITE? OR WEBPAGE? OR WEB() (SITE? OR PAGE?) OR ECOMMERCE? OR ETAIL? OR (ELECTRONIC? OR DIGITAL? OR VIRTUAL? OR ONLINE? OR ON()LINE) (4N) (SALE? OR SELLING OR VENDOR? OR RETAIL? OR SHOP?)
S4	587	(REVERSE? OR DUTCH? OR VICKRY OR DESCENDING()BID OR VICKERY) (S) (AUCTION? OR BID OR BIDS OR BIDDING)
S5	0	AU=(YUEN H? OR YUEN, H?)
S6	2	S1 AND S2 AND S3
S7	33	S2 AND S3
S8	67	S1 AND S2
S9	122	S1 AND S3
S10	1	S2 AND S4
S11	25	S1 AND S4
S12	6	S3 AND S4
S13	0	S5 AND (S1 OR S4)
S14	226	S2 AND (AUCTION? OR BID? OR OFFER? OR HAGGLE? OR BARTER? OR NEGOTIAT?)
S15	1	DYNAMIC()PRIC?
S16	64	S6 OR S7 OR S10 OR S11 OR S12
S17	4	S14 AND S3
S18	48	S1 AND S14
S19	1	S18 AND (S3 OR S4)
S20	35	S6 OR S7 OR S10 OR S15 OR S17 OR S19
S21	34	RD (unique items)
S22	27	S21 NOT PY>1999
S23	23	S22 NOT PD>990630
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File 475:Wall Street Journal Abs 1973-2001/Oct 23		
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23/3,K/1 (Item 1 from file: 474)
DIALOG(R)File 474:New York Times Abs
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07681580 NYT Sequence Number: 325988990422
SCREEN GRAB: WHERE BETTER TO FIND OUT ABOUT SPIDERS THAN ON THE WEB?
Pollak, Michael
New York Times, Col. 1, Pg. 11, Sec. G
Thursday April 22 1999

SCREEN GRAB: WHERE BETTER TO FIND OUT ABOUT SPIDERS THAN ON THE WEB?

ABSTRACT:
World Wide Web sites dealing with spiders discussed; photos (M)

23/3,K/2 (Item 2 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2001 The New York Times. All rts. reserv.

07646259 NYT Sequence Number: 146056981130
COMPRESSED DATA: MORE FANCY PRICES FOR A DOMAIN NAME
Flynn, Laurie J
New York Times, Col. 3, Pg. 4, Sec. C
Monday November 30 1998

ABSTRACT:
Kevin Sinclair, owner of **www**.computer.com domain name, **seeks** to sell it for at **least** \$500,000; is represented by Gary Kremen, who was involved in \$3 million sale of...

DESCRIPTORS: Computers and Information Systems; Internet and **World Wide Web**

23/3,K/3 (Item 3 from file: 474)
DIALOG(R)File 474:New York Times Abs
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07613951 NYT Sequence Number: 845078980713
CHICAGO AND PACIFIC MARKETS ARE SAID TO BE IN MERGER TALKS
Barboza, David
New York Times, Col. 5, Pg. 2, Sec. D
Monday July 13 1998

ABSTRACT:
...experts say Wall Street firms and discount Internet trading are forcing financial exchanges everywhere to **find** faster and **cheaper** ways to trade (M)

DESCRIPTORS: Stocks and Bonds; Mergers, Acquisitions and Divestitures;
Computers and Information Systems; Internet and **World Wide Web** ;
Stocks and Bonds

23/3,K/4 (Item 4 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2001 The New York Times. All rts. reserv.

07529463 NYT Sequence Number: 940283970703
WOMEN EARN HIGH MARKS ON A WEB TEST
New York Times, Col. 3, Pg. 6, Sec. D
Thursday July 3 1997

ABSTRACT:
Results of **World Wide Web** navigating test, released by MCI Communications Corp and Educational Testing Service, indicate that older women can **find** their way around the Web **better** than young men can;

Internet aptitude test, in which 16,500 Internet users participated, also
...

DESCRIPTORS: Computers and Information Systems; Tests and Testing;
Internet and **World Wide Web** ; Children and Youth; Women

23/3,K/5 (Item 5 from file: 474)
DIALOG(R)File 474:New York Times Abs
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07524640 NYT Sequence Number: 292885970526
ON THE INFORMATION HIGHWAY, E-MAIL LITTER PROBLEM GROWS
New York Times, Col. 3, Pg. 1, Sec. 1
Monday May 26 1997

ABSTRACT:

...will conduct hearing on problem next month; wildcat entrepreneurs
selling everything from software to sex **find** it so **cheap** to
automatically crank out millions of messages that just a few sales can
easily cover...

DESCRIPTORS: Computers and Information Systems; Electronic Mail; Internet
and **World Wide Web** ; Advertising; Law and Legislation; Suits and
Litigation; Computer Software; Computers and Information Systems

23/3,K/6 (Item 6 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2001 The New York Times. All rts. reserv.

07506893 NYT Sequence Number: 188611970320
THE MEDIA BUSINESS: TIME MAGAZINE SUES COMPUSERVE
Associated Press
New York Times, Col. 6, Pg. 6, Sec. D
Thursday March 20 1997

ABSTRACT:

...charging on-line programmer with breaching two-year contract to
carry its news service; is **seeking** at **least** \$3.5 million in damages; is
asking Federal district court to require Compuserve to continue...

DESCRIPTORS: News and News Media; Suits and Litigation; Computers and
Information Systems; Internet and **World Wide Web**

23/3,K/7 (Item 7 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2001 The New York Times. All rts. reserv.

07504420 NYT Sequence Number: 968242970307
ON WEB, NEW THREATS SEEN TO THE YOUNG
Schiesel, Seth
New York Times, Col. 2, Pg. 1, Sec. A
Friday March 7 1997

ABSTRACT:

...Anheuser-Busch cartoon site described; photos; Kathryn C Montgomery
of Center for Media Education warns **Web sites** are slipping under radar
of most parents, who more often focus on pornography threat; new report
sponsored by Robert Wood Johnson Foundation and Carnegie Corp **finds** at
least 35 alcohol brands have **Web sites** ; companies deny targeting
children (M)

23/3,K/8 (Item 8 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2001 The New York Times. All rts. reserv.

07478436 NYT Sequence Number: 246751961111

WALL STREET WITHOUT WALLS: SLOW TRANSITION FOR INVESTING: STOCK MARKET MEETS INTERNET

Eaton, Leslie

New York Times, Col. 2, Pg. 1, Sec. A

Monday November 11 1996

ABSTRACT:

...functions of broker, who provides information, advice and executes transactions, all of which may be **cheap** and easy to **find** on line; technology is prompting some business executives to wonder whether they really need high...

DESCRIPTORS: Stocks and Bonds; Computers and Information Systems; Internet and **World Wide Web** ; Brokers and Brokerage Firms; Investment Banking ; Stocks and Bonds

23/3,K/9 (Item 9 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2001 The New York Times. All rts. reserv.

07431661 NYT Sequence Number: 688240960603

SMART PHONE' MAKERS SEEK CHEAPER AND EASIER WAY TO REACH THE INTERNET

Flynn, Laurie J

New York Times, Col. 1, Pg. 5, Sec. D

Monday June 3 1996

SMART PHONE' MAKERS SEEK CHEAPER AND EASIER WAY TO REACH THE INTERNET

ABSTRACT:

Introduction of sophisticated screen phones that **offer** Internet access discussed; such 'smart phones' are taking on some personal computer attributes; photos; tables...

DESCRIPTORS: Internet and **World Wide Web** ; Telephones and Telecommunications

23/3,K/10 (Item 10 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2001 The New York Times. All rts. reserv.

07429096 NYT Sequence Number: 486787960521

THE MEDIA BUSINESS: NEW INTERNET SEARCH ENGINE SAID TO EASE HUNT FOR SITES

Lohr, Steve

New York Times, Col. 5, Pg. 6, Sec. D

Tuesday May 21 1996

ABSTRACT:

Internet directories of **Web sites** are among most heavily trafficked locales on Web, suggesting that people spend much of their time on Internet searching for something worthwhile; latest entry in quest for **better search** engine is Hotbot, a result of collaboration between Hotwired, Internet arm of Wired magazine, and...

DESCRIPTORS: Computers and Information Systems; Internet and **World Wide Web** ; Directories; Computers and Information Systems

23/3,K/11 (Item 11 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2001 The New York Times. All rts. reserv.

00197626 NYT Sequence Number: 051369710724

FDA speeds search for Bon Vivant soups and other food products after finding evidence of underprocessing in co's black bean soup and in more

of its vichyssoise; says 'need to accelerate recovery of all of the firm's products became evident with new findings of underprocessing in at least six additional codes of Bon Vivant soups'; says it has enlisted aid of Natl Cannery Assn in its effort to collect more than 1-million cans of food products under either Bon Vivant label or under more than 30 private labels it makes; FDA says agency is assured 'within all reasonable expectations' that Bon Vivant products are virtually off all retail shelves; says since 1st wk in July agency, state and other Fed officials have visited 28,000 wholesalers and retailers, and have accounted for 5,300 of 6,400-can batch of contaminated vichyssoise; Bon Vivant pres Andrew Paretti expresses regret over new findings but says he is gratified no additional botulin has been found)

New York Times, Col. 1, Pg. 30

Saturday July 24 1971

...need to accelerate recovery of all of the firm's products became evident with new findings of underprocessing in at least six additional codes of Bon Vivant soups'; says it has enlisted aid of Natl Cannery Assn...

...makes; FDA says agency is assured 'within all reasonable expectations' that Bon Vivant products are virtually off all retail shelves; says since 1st wk in July agency, state and other Fed officials have visited ...

23/3,K/12 (Item 1 from file: 475)

DIALOG(R) File 475:Wall Street Journal Abs

(c) 2001 The New York Times. All rts. reserv.

08004682 NYT Sequence Number: 000000981211

AMAZON.COM LEADS IN APPEAL BUT NOT PRICE, SURVEY SAYS

ANDERS, GEORGE

Wall Street Journal, Col. 6, Pg. 8, Sec. B

Friday December 11 1998

ABSTRACT:

...that Amazon.com Inc was the most appealing site for customers, even though customers could find cheaper prices at half its competitors; All Direct Inc was rated as the lowest-priced site...

DESCRIPTORS: BOOK TRADE; INTERNET AND WORLD WIDE WEB

23/3,K/13 (Item 2 from file: 475)

DIALOG(R) File 475:Wall Street Journal Abs

(c) 2001 The New York Times. All rts. reserv.

07994854 NYT Sequence Number: 000000980917

TECHNOLOGY JOURNAL: IN THE WEB'S 'PORTAL' INDUSTRY, THE SEARCH FOR A BETTER WORD

SWISHER, KARA

Wall Street Journal, Col. 3, Pg. 1, Sec. B

Thursday September 17 1998

TECHNOLOGY JOURNAL: IN THE WEB'S 'PORTAL' INDUSTRY, THE SEARCH FOR A BETTER WORD

ABSTRACT:

Companies such as Yahoo!, Infoseek and Excite have prospered by providing a portal to the World Wide Web, but they are growing uncomfortable with the term 'portal'; known chiefly for offering navigation tools for searching the Web, they are now expanding rapidly into areas including electronic...

DESCRIPTORS: INTERNET AND WORLD WIDE WEB

23/3,K/14 (Item 3 from file: 475)

DIALOG(R) File 475:Wall Street Journal Abs

(c) 2001 The New York Times. All rts. reserv.

07988871 NYT Sequence Number: 000000980723

COMPARISON SHOPPING IS THE WEB'S VIRTUE -- UNLESS YOU'RE A SELLER

ANDERS, GEORGE; ANDERS, GEORGE

Wall Street Journal, Col. 6, Pg. 1, Sec. A

Thursday July 23 1998

ABSTRACT:

Powerful Internet search engines enable consumers to canvass dozens of vendors to **find** the **cheapest** prices; most Internet ventures are driven to forgo profit margins in favor of increasing revenues...

DESCRIPTORS: COMPUTERS AND INFORMATION SYSTEMS; INTERNET AND WORLD WIDE WEB ; BOOK TRADE

23/3,K/15 (Item 4 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

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07981162 NYT Sequence Number: 000000980514

NET INTEREST: TAKING AIM AT YAHOO

Wall Street Journal, Col. 2, Pg. 10, Sec. B

Thursday May 14 1998

ABSTRACT:

Lycos hopes to build a **better** Web search engine by emulating, at **least** in part, rival Yahoo; the big change at Lycos is the addition of an automated...

DESCRIPTORS: INTERNET AND WORLD WIDE WEB ; DIRECTORIES

23/3,K/16 (Item 5 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

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07976344 NYT Sequence Number: 000000980403

ON-LINE: WEB'S VASTNESS FOILS EVEN BEST SEARCH ENGINES

WEBER, THOMAS E

Wall Street Journal, Col. 3, Pg. 1, Sec. B

Friday April 3 1998

ON-LINE: WEB'S VASTNESS FOILS EVEN BEST SEARCH ENGINES

ABSTRACT:

...thorough search engines manage to find only about a third of the pages on the **World Wide Web** ; other popular search sites cover less than 10% of the Web; the problem may well...

DESCRIPTORS: INTERNET AND WORLD WIDE WEB

23/3,K/17 (Item 6 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

(c) 2001 The New York Times. All rts. reserv.

07974547 NYT Sequence Number: 000000980319

TECHNOLOGY JOURNAL: NET INTEREST: SECRETS OF SEARCHING: FINDING WHAT YOU NEED ON THE WEB

WEBER, THOMAS E

Wall Street Journal, Col. 4, Pg. 8, Sec. B

Thursday March 19 1998

ABSTRACT:

Internet research experts **offer** advice on conducting **better** Web **searches** ; tips include reading instructions, phrasing carefully, and

narrowing the field by using additional words (M)

DESCRIPTORS: INTERNET AND WORLD WIDE WEB ; RESEARCH

23/3,K/18 (Item 7 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2001 The New York Times. All rts. reserv.

07971117 NYT Sequence Number: 000000980219
PERSONAL TECHNOLOGY: FASTER, CHEAPER, STILL OUT OF CONTROL, BUT WEB TV IS BETTER
Mossberg, Walter S
Wall Street Journal, Col. 1, Pg. 1, Sec. B
Thursday February 19 1998

ABSTRACT:

...recent developments in Web-TV technology; focuses on WebTV Networks' new service called WebTV Plus; **finds** that the new service is **cheaper** and faster than its predecessor, and packed with added features that link TV broadcasts with...

DESCRIPTORS: Television; Internet and World Wide Web

23/3,K/19 (Item 8 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2001 The New York Times. All rts. reserv.

07936438 NYT Sequence Number: 000000970417
PERSONAL TECHNOLOGY: MAJOR NEWSPAPERS TRY TO ADAPT PERSONAS TO NEW WEB FORMAT
Mossberg, Walter S
Wall Street Journal, Col. 1, Pg. 1, Sec. B
Thursday April 17 1997

ABSTRACT:

Personal Technology column looks at the **World Wide Web** editions of the Wall Street Journal, New York Times and Washington Post; **finds** the Journal...

...print content and new material; describes the Times's site as very good and getting **better** ; **finds** the Post's site by far the weakest of the three (M)

DESCRIPTORS: Newspapers; INTERNET AND WORLD WIDE WEB

23/3,K/20 (Item 9 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2001 The New York Times. All rts. reserv.

07930465 NYT Sequence Number: 000000970221
ON-LINE: WEB SITES FIND MEMBERS DON'T KEEP SECRETS
Quick, Rebecca
Wall Street Journal, Col. 3, Pg. 1, Sec. B
Friday February 21 1997

ON-LINE: WEB SITES FIND MEMBERS DON'T KEEP SECRETS

ABSTRACT:

World Wide Web sites that charge for access are feeling the sting of password theft; once a client acquires...

...payers; thus far, the only remedies are expensive, incomplete and annoying to paying subscribers; unless **Web** sites can find a **better** way to stop the free-for-all, a promising revenue source for on-line businesses...

DESCRIPTORS: INTERNET AND WORLD WIDE WEB ; Computer Security

23/3,K/21 (Item 10 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2001 The New York Times. All rts. reserv.

07915413 NYT Sequence Number: 000000960930
CAR BUYERS, DEALERS REAP THE BENEFITS OF GROWING NUMBER OF INTERNET SERVICES
Kim, Jane J
Wall Street Journal, Col. 1, Pg. 12A, Sec. B
Monday September 30 1996

ABSTRACT:

Car shoppers are increasingly using on-line automotive services to find the best deals on new or used automobiles, increasing competition and quality of service among dealers vying for shoppers' attentions; profit potential of on-line sales has spurred the auto makers to set up Web sites, a trend which almost every dealer in the country is expected to follow (M)

DESCRIPTORS: INTERNET AND WORLD WIDE WEB ; AUTOMOBILES; MARKETING AND MERCHANDISING

23/3,K/22 (Item 11 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2001 The New York Times. All rts. reserv.

07019248
ANDERSEN CONSULTING TO UNVEIL SOFTWARE TO AID SHOPPING ON INTERNET FOR CDS
Wall Street Journal, Col. 1, Pg. 8, Sec. B
Friday June 30 1995

ABSTRACT:

...Consulting of Chicago is expected to unveil an experimental software system for the Internet's World Wide Web that would allow users to use 'intelligent agents' to allow shoppers to find compact disks at the best price; the service is called BargainFinder (M)

23/3,K/23 (Item 12 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2001 The New York Times. All rts. reserv.

01108244 NYT Sequence Number: 007474780313
Construction industry appears torn by rules backing minority contractors.
Reverse-discrimination charge is raised in rejection of low bid in Boston. Massachusetts Bay Transportation Authority (MBTA) rejected bid of Perini Corp, the low bidder at \$18.4 Million, saying that company failed to comply with experimental requirement that contractors seek to subcontract at least 30% of their works owned and controlled by blacks, Hispanics, Chinese or other minorities. Accepted \$20.7 Million bid of Peter Kiewit Sons' Co, which was deemed to be in compliance with minority rules. Perini case awaiting trial does not involve Fed law, but Justice Dept has filed brief siding with MBTA. Construction industry generally sides with Perini (L.)
GUMPERT, DAVID
Wall Street Journal, Col. 6, Pg. 1
Monday March 13 1978

Construction industry appears torn by rules backing minority contractors.
Reverse-discrimination charge is raised in rejection of low bid in Boston. Massachusetts Bay Transportation Authority (MBTA) rejected bid of Perini Corp, the low bidder at \$18.4 Million, saying that company failed to comply with experimental requirement that contractors seek to

subcontract at least 30% of their works owned and controlled by blacks, Hispanics, Chinese or other minorities. Accepted \$20.7 Million bid of Peter Kiewit Sons' Co, which was deemed to be in compliance with minority rules...

Set	Items	Description
S1	1503093	NEGOTIAT? OR BARGAIN? OR HAGGLE? OR (SOLICIT? OR ACCEPT? OR REVIEW?) (4N) (OFFER? OR BID? ?)
S2	188557	(FIND? OR SEEK? OR MINE OR RETRIEV? OR SEARCH?) (5N) (BEST? ? OR LOWEST? OR BETTER? OR LEAST? OR CHEAP?)
S3	769141	WWW OR WORLD()WIDE()WEB OR WEBSITE? OR WEBPAGE? OR WEB() (SITE? OR PAGE?) OR ECOMMERCE? OR ETAIL? OR (ELECTRONIC? OR DIGITAL? OR VIRTUAL? OR ONLINE? OR ON()LINE) (4N) (SALE? OR SELLING OR VENDOR? OR RETAIL? OR SHOP?)
S4	7579	(REVERSE? OR DUTCH? OR VICKRY OR DESCENDING()BID OR VICKERY) (S) (AUCTION? OR BID OR BIDS OR BIDDING)
S5	4	AU=(YUEN H? OR YUEN, H?)
S6	2907	S1 AND S2 AND S3
S7	17082	S2 AND S3
S8	23306	S1 AND S2
S9	52530	S1 AND S3
S10	154	S2 AND S4
S11	1529	S1 AND S4
S12	900	S3 AND S4
S13	0	S5 AND (S1 OR S4)
S14	80363	S2 AND (AUCTION? OR BID? OR OFFER? OR HAGGLE? OR BARTER? OR NEGOTIAT?)
S15	205	DYNAMIC()PRIC?
S16	4	S1(S)S2(S)S3(S)S4
S17	43	S6 AND S4
S18	43	S1 AND S3 AND S4 AND S14
S19	7	S1(10N)S2(10N)S3 AND S4
S20	10	S2(S)S3(S) (S4 OR S15)
S21	45	S16 OR S17 OR S18 OR S19 OR S20
S22	40	RD (unique items)
S23	16	S22 NOT PY>1999
S24	10	S23 NOT PD>990630
File 146:Washington Post Online 1983-2001/Oct 14		
(c) 2001 Washington Post		
File 387:The Denver Post 1994-2001/Oct 23		
(c) 2001 Denver Post		
File 471:New York Times Fulltext-90 Day 2001/Oct 23		
(c) 2001 The New York Times		
File 492:Arizona Repub/Phoenix Gaz 19862001/Oct 23		
(c) 2001 Phoenix Newspapers		
File 494:St LouisPost-Dispatch 1988-2001/Oct 22		
(c) 2001 St Louis Post-Dispatch		
File 498:Detroit Free Press 1987-2001/Oct 17		
(c) 2001 Detroit Free Press Inc.		
File 630:Los Angeles Times 1993-2001/Oct 22		
(c) 2001 Los Angeles Times		
File 631:Boston Globe 1980-2001/Oct 23		
(c) 2001 Boston Globe		
File 632:Chicago Tribune 1985-2001/Oct 24		
(c) 2001 Chicago Tribune		
File 633:Phil.Inquirer 1983-2001/Oct 23		
(c) 2001 Philadelphia Newspapers Inc		
File 638:Newsday/New York Newsday 1987-2001/Oct 23		
(c) 2001 Newsday Inc.		
File 640:San Francisco Chronicle 1988-2001/Oct 24		
(c) 2001 Chronicle Publ. Co.		
File 641:Rocky Mountain News Jun 1989-2001/Oct 20		
(c) 2001 Scripps Howard News		
File 702:Miami Herald 1983-2001/Oct 23		
(c) 2001 The Miami Herald Publishing Co.		
File 703:USA Today 1989-2001/Oct 23		
(c) 2001 USA Today		
File 704:(Portland)The Oregonian 1989-2001/Oct 19		
(c) 2001 The Oregonian		
File 713:Atlanta J/Const. 1989-2001/Oct 21		
(c) 2001 Atlanta Newspapers		
File 714:(Baltimore) The Sun 1990-2001/Oct 24		
(c) 2001 Baltimore Sun		

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File 715:Christian Sci.Mon. 1989-2001/Oct 24
(c) 2001 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2000/Dec 13
(c) 2000 The Plain Dealer
File 735:St. Petersburg Times 1989- 2000/Nov 01
(c) 2000 St. Petersburg Times
File 476:Financial Times Fulltext 2001/Oct 24
(c) 2001 Financial Times Ltd.
File 477:Irish Times 1999-2001/Oct 22
(c) 2001 Irish Times
File 710:Times/Sun.Times(London) Jun 1988-2001/Oct 12
(c) 2001 Times Newspapers
File 711:Independent(London) Sep 1988-2001/Oct 24
(c) 2001 Newspaper Publ. PLC
File 756:Daily/Sunday Telegraph 2000-2001/Oct 21
(c) 2001 Telegraph Group
File 757:Mirror Publications/Independent Newspapers 2000-2001/Oct 24
(c) 2001
File 47:Gale Group Magazine DB(TM) 1959-2001/Oct 23
(c) 2001 The Gale group
File 570:Gale Group MARS(R) 1984-2001/Oct 23
(c) 2001 The Gale Group
File 635:Business Dateline(R) 1985-2001/Oct 24
(c) 2001 ProQuest Info&Learning

24/3,K/1 (Item 1 from file: 146)
DIALOG(R)File 146:Washington Post Online
(c) 2001 Washington Post. All rts. reserv.

4262617

Sold to the Loser With the Itchy Mouse Finger! Online travel auctions seem too good to be true. They are.

The Washington Post, June 06, 1999, L Edition

By: By Carolyn Spencer Brown, Washington Post Staff Writer

Section: SUNDAY TRAVEL, p. E01

Line Count: 201 Word Count: 2219

Sold to the Loser With the Itchy Mouse Finger! Online travel auctions seem too good to be true. They are.

The best and worst aspect about Internet travel **auctions** is the implied promise you'll get something--a cruise, an airline ticket, a Caribbean...

...came in at \$1,209 via Onsale.com. Says Rich Mertz of Los Angeles, who **bid** and won a 12-day cruise on ultra-luxe Crystal for \$2,130 (sale price is about \$3,000 per person) on **Bid4Travel** .com: "I felt like I won the lottery. I actually felt bad because I got...

... Spring. Levine, who's getting married this month, spent six weeks monitoring the now-defunct **auction** feature on the Knot, an Internet site focusing on weddings, trying to find a Caribbean...

... far better deal by, ahem, booking a package through his travel agent. And, unlike Internet **auctions** where you compete against other **bargain** hunters, he didn't have to fight off the competition or spend long hours at ...

...it. After a month of obsessive attempts to win something, anything, from Onsale--I've **bid** , unsuccessfully, for a Renaissance cruise, a Club Med vacation and an Aegean voyage on Holland...

...of the cruise--and I have no real urge to go to Alaska. (Happily, the **bidding** passed me by.) I scored a two-night stay at one of six five-star European hotels on Onsale by **offering** \$99--now that's a deal--but the unnamed vendor, which turned out to be Sheraton, never contacted me about my winning **bid** .

My attempts to score have been futile so far, but what I like about Onsale is that its **auctions** turn over every day, providing near-instant gratification (or, more commonly, disappointment). Other sites typically...

... a 12-day Holland America London-Copenhagen cruise that departs three weeks hence. It was **offered** yesterday, too, but the final winners had ratcheted the fare up to \$2,399 for two (plus \$338 in port taxes and more for air fare). That was a **bargain** --less than half price--since Holland America **offers** the same cruise at a sale price of \$2,515.50 per person, double occupancy...

...it wasn't cheap enough for me. What I'm looking for in a travel **auction** is not just a deal. I want a steal.

For my money--or for yours--there are four **auction** sites that are worth checking out on a regular basis (see chart, Page E1). But even my top four are far from perfect. Starting **bids** seem absurdly low--SkyAuction's \$1, Onsale's \$9--but you're dreaming if you think the action stays in the single or double digits for long. Sometimes the **auction** moves so quickly you find yourself paying full price or, in worse cases, more than if you'd booked the trip through a travel agent.

Internet travel **auctions** exist for several reasons. Vendors, among them cruise lines, airlines, travel agencies, car rental agencies...

... in departures or off-season visits). Check out, for instance, the

plethora of Caribbean hotels offering summertime bargains on Bid4Travel or the last-minute international airline tickets on SkyAuction. Auctions give these vendors a last chance to get at least some revenue from stuff they can't sell at retail price.

A more intriguing reason for the auction's existence: Online travel operators whose sites were designed for other purposes--advertising the wares...

... service is trip-planning information on resorts, cruises and small hotels for upscale travelers; the auction's just a sideshow to draw eyeballs. Same with Bid4Travel. "When we created (the site)," says Susan Boley of Abarta Interactive, which operates Bid4Travel, "we needed a sticky feature to bring people back."

In 1995, Cathay Pacific launched the first reported travel auction on the Internet, selling 50 business-class tickets, which then retailed for \$3,000, for bids ranging from \$1,300 to \$1,500. The catch: You had to fly over Thanksgiving...

... were lots of empty seats up front. Cathay Pacific followed up the next year by auctioning off the equivalent of an entire plane (first-, business- and coach-class seats). Renaissance Cruises, an innovator in direct-to-traveler sales tactics, also launched an auction feature on its own Web site --though it has since moved to Onsale.com.

What's generating hype--at least among bargain-seeking travelers--is the emergence in the past year of dedicated travel-auction sites, as well as the addition of cruises, hotels and airline tickets to existing online auctions. A few really take it seriously by trying to provide a range of travel opportunities. Onsale's offerings, such as Renaissance and Holland America cruise lines, result directly from contracts with the travel...

... to connoisseurs--but packing a variety of high-end amenities into packages often places vendors' offerings beyond a value-seeker's budget. SkyAuction is the online arm of Magical Holidays, a...

... and air ticket consolidator and has contracts with Virgin Airlines and South African Airways.

Other auctions include the active traveler's Adventurebid.com. B&B fans can check out Inntopia.com. And there are the reverse bidding sites that have been known to call themselves auctioneers --Travel Bids (www.travelbids.com) and Priceline (www.priceline.com): These, presumably, let you name the price, and in doing so pit travelers against some unknown negotiated rate rather than against each other.

To declare that the travel auction scene is a big, booming, important option for securing good deals would be a lie...

... pay published fares," says Mark Weinberger, director of marketing for Cathay Pacific. He says the auction business is experiencing a backlash from well-known companies that fear the concept not only...

... a brand name's value but also diverts customers from other travel sellers.

The only auction regulars on the moderate-to-high-end travel group are such cruise lines as Holland America and Renaissance, both of whom participate regularly in Onsale.com auctions. You may sporadically spot big-name junketeers (Cunard's Sea Goddess, Carnival's Holiday), but...

... third parties--media companies like Abarta Interactive and Coventry Ltd., which publish tourism guides and barter advertising for travel, and then sell it off on the Internet.

While online auctions are seductive, fast-paced and addictive, many winning bidders inadvertently pay higher prices for the privilege to play. They get caught up in "the thrill of the hunt, the thrill of the

chase, making that catch for a **bargain** of a lifetime," says Dean. Which makes it easy to get stung. "Initially, what's driving consumers to Internet travel **auctions** is the opportunity to get the best deal," says Krista Pappas, senior travel analyst with...

...an Internet consulting firm. "But we don't see anyone getting the better deals because **bidding** usually escalates beyond what you can get through online travel agents."

After two months of...

... but I didn't "win" it. After spending so much time fiddling with Internet travel **auctions** in an effort to find that great deal--and indeed getting caught up in the...

... com, an online travel agent, advertised a terrific deal on a transatlantic voyage on its **Web site**. I picked up the phone and called it. In five minutes, I'd booked my prize.

COMPARING AUCTION SITES: After a month of tracking (and occasionally playing) a dozen travel **auctions**, we've learned that buying travel via online **auctions** is a lot like buying clothes at an outlet mall. You might get a great...

... get less in return. Be careful out there, and remember, an errant or ill-considered **bid** can be binding.

Onsale.com

www.onsale.com)

What's for Sale

Renaissance Cruises, Las Vegas's Venetian Resort, Holland America...
...Premier Cruises, Samsonite luggage, consolidator airline tickets.

Who Are They? How Do They Operate?

Travel **auctions** launched September '98. Mostly a go-between for travel company sales forces; winning **bidders** turned over to vendors to book.

Bargain Potential

Cold-to-Hot. Beware of hugely inflated "retail" prices given for comparison. Two nights at Venetian, in Las Vegas, "valued" at \$538; winning **bidder** paid \$319 while Hotel Reservations Network quoted \$250. Onsale's usual strength is cruise **offerings**. Winning **bidder** of a 12-night Scandinavian cruise on Holland America paid \$2,519 for two; the...

...379 for two; the cruise line itself quotes \$359. What's for Sale

Luxury Link

www.luxurylink.com)

What's for sale?

Indulgent resort/hotel packages at august properties like the...

...They Operate?

Started fall '98. Properties create packages, Luxury Link sells them, then relays winning **bidder** to vendor for booking.

Bargain Potential

Cold. Few **bargains** here, where **bidding** starts at 25 percent of "retail" price. A three-night package at New Orleans' Windsor...

...is valued at \$3,900 -- but we priced it at \$1,700, and the winning **bidder** paid \$2,275. It's the extras -- massages, gourmet meals, private sightseeing -- that jack up...

...night by calling the hotel directly. You can spend the extra \$780 on air fare.

Bid4Travel

www bid4travel .com)
What's for Sale

Carnival Cruises, Clarion Suites Resort in Kissimmee, Miami Beach's... guides for various travel companies. Merchandise is traded by vendors for advertising, then resold via **auctions** . Also con-tracts with small Caribbean hotels.

Bargain Potential

Lukewarm. **Bid 4 Travel** hasn't found an audience (many **offerings** never get **bid** on); worse, starting prices are often higher than vendors' own retail, meaning even the first **bidder** is paying too much. A 4-day Baja California cruise on Carnival opens with a "starting" **bid** of \$800 for two (add \$98 apiece for port fees) but Carnival's phone quote...

...A 6-night off-season stay at Miami Beach's chic Raleigh has a starting **bid** of \$1,100; save \$75 by booking direct. Best chance of a **bargain** : Caribbean hotels that pay to be **bid** on. The Holiday Inn Windward in St. Thomas, \$125 a night off-season, began **bidding** at \$115 for two nights but there were no takers.

Sky Auction
www .skyauction.com)

What's for Sale?

Domestic and international airline tickets (coach and business) on...

...Paris, Orlando, Las Vegas.

Who Are They? How Do They Operate?

Launched February '99. **Sky Auction** is a New York-based airline consolidator/tour operator that packages trips, **negotiates** low rates with vendors, then sells via **auctions** .

Bargain Potential

Warm. Best deals are on international airline tickets. A DC-London round trip -- business...

...1,789, while the airline quoted a 21-day advance price of \$6,384. High **bidder** for a United coach ticket to Moscow paid \$605; 21-day advance through airline is nearly \$1,300. Air and hotel packages can be **bargains** : On Virgin-Atlantic, a 2-night London getaway selling for \$853 went for \$304. A...

24/3,K/2 (Item 1 from file: 492)
DIALOG(R)File 492:Arizona Repub/Phoenix Gaz
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10164168

BEWARE: ONLINE AUCTIONS OFTEN ARE TOO GOOD TO BE TRUE SALES HAVE DOWNSIDES FOR BIDDERS AS WELL AS VENDORS
Arizona (AR
) - Sunday, June 13, 1999
By: Carolyn Spencer Brown, Washington Post

**BEWARE: ONLINE AUCTIONS OFTEN ARE TOO GOOD TO BE TRUE SALES HAVE
DOWNSIDES FOR BIDDERS AS WELL AS VENDORS**

TEXT:

The best and worst aspect about Internet travel **auctions** is the implied promise you'll get something - a cruise, an airline ticket, a Caribbean...

Says Rich Mertz of Los Angeles, who **bid** and won a 12-day cruise on ultra-luxe Crystal for \$2,130 (sale price is about \$3,000 per person) on **Bid4Travel** .com: "I felt like I won the lottery. I actually felt bad because I got..."

...Md.

Levine, who's getting married this month, spent six weeks monitoring the now-defunct **auction** feature on the Knot, an Internet site focusing on weddings, trying to find a Caribbean...

... far better deal by, ahem, booking a package through his travel agent. And, unlike Internet **auctions** where you compete against other **bargain** hunters, he didn't have to fight off the competition or spend long hours at ...

...it. After a month of obsessive attempts to win something, anything, from Onsale - I've **bid** , unsuccessfully, for a Renaissance cruise, a Club Med vacation and an Aegean voyage on Holland...

...of the cruise - and I have no real urge to go to Alaska. (Happily, the **bidding** passed me by.)

I scored a two-night stay at one of six five-star European hotels on Onsale by **offering** \$99 - now that's a deal - but the unnamed vendor, which turned out to be Sheraton, never contacted me about my winning **bid** .

My attempts to score have been futile so far, but what I like about Onsale is that its **auctions** turn over every day, providing near-instant gratification (or, more commonly, disappointment).

Other sites typically...

... a 12-day Holland America London-Copenhagen cruise that departs three weeks hence. It was **offered** yesterday, too, but the final winners had ratcheted the fare up to \$2,399 for two (plus \$338 in port taxes and more for airfare). That was a **bargain** - less than half price - because Holland America **offers** the same cruise at a sale price of \$2,515.50 per person, double occupancy...

...it wasn't cheap enough for me. What I'm looking for in a travel **auction** is not just a deal. I want a steal.

For my money - or for yours - there are four **auction** sites that are worth checking out on a regular basis. But even my top four are far from perfect. Starting **bids** seem absurdly low - SkyAuction's \$1, Onsale's \$9 - but you're dreaming if you think the action stays in the single or double digits for long. Sometimes, the **auction** moves so quickly you find yourself paying full price or, in worse cases, more than if you'd booked the trip through a travel agent.

Internet travel **auctions** exist for several reasons. Vendors, among them cruise lines, airlines, travel agencies, car rental agencies...

... in departures or off-season visits). Check out, for instance, the plethora of Caribbean hotels **offering** summertime **bargains** on **Bid4Travel** or the last-minute international airline tickets on SkyAuction. **Auctions** give these vendors a last chance to get at least some revenue from stuff they can't sell at retail price.

A more intriguing reason for the **auction** 's existence: Online travel operators whose sites were designed for other purposes - advertising the wares...

... service is trip - planning information on resorts, cruises and small hotels for upscale travelers; the **auction** 's just a sideshow to draw eyeballs. Same with **Bid4Travel** .

"When we created (the site)," says Susan Boley of Abarta Interactive, which operates **Bid4Travel** , "we needed a sticky feature to bring people back."

What's generating hype - at least among **bargain-seeking** travelers - is the emergence in the past year of dedicated travel-**auction** sites, as well as the addition of cruises, hotels and airline tickets to existing online **auctions** .

Onsale's **offerings** , such as Renaissance and Holland America cruise lines, result directly from contracts with the travel...

... to connoisseurs - but packing a variety of high-end amenities into packages often places vendors' **offerings** beyond a value-seeker's budget. SkyAuction is the online arm of Magical Holidays, a...

... and air ticket consolidator and has contracts with Virgin Airlines and South African Airways.

Other **auctions** include the active traveler's Adventurebid.com. B&B fans can check out Inntopia.com. And there are the **reverse bidding** sites that have been known to call themselves **auctioneers** - Travel Bids ([www .travelbids.com](http://www.travelbids.com)) and Priceline ([www .priceline.com](http://www.priceline.com)): These, presumably, let you name the price, and in doing so pit travelers against some unknown **negotiated** rate rather than against each other.

To declare that the travel **auction** scene is a big, booming, important option for securing good deals would be a lie...pay published fares," says Mark Weinberger, director of marketing for Cathay Pacific.

He says the **auction** business is experiencing a backlash from well-known companies that fear the concept not only degrades a brand name's value but diverts customers from other travel sellers.

Although online **auctions** are seductive, fast-paced and addictive, many winning **bidders** inadvertently pay higher prices for the privilege to play. They get caught up in "the thrill of the hunt, the thrill of the chase, making that catch for a **bargain** of a lifetime," Dean says. Which makes it easy to get stung.

24/3,K/3 (Item 2 from file: 492)
DIALOG(R)File 492:Arizona Repub/Phoenix Gaz
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09512067

REFURBISHED COMPUTERS A BARGAIN UNITS PRICED HUNDREDS LESS

Arizona Republic (AR) - Monday, January 12, 1998

By: Virginia Baldwin Hicks, St. Louis Post-Dispatch

Edition: Final Chaser Section: Business Computing Page: E2

Word Count: 1,148

REFURBISHED COMPUTERS A BARGAIN UNITS PRICED HUNDREDS LESS

TEXT:

Looking for post-holiday **bargains** in technology?

Now is a good time to consider refurbished computers. These are technically not...

24/3,K/4 (Item 1 from file: 494)
DIALOG(R) File 494:St LouisPost-Dispatch
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09505014

USED PCS FILL NICHE IN MARKET SAVVY BUYERS SAVE HUNDREDS OF DOLLARS

St. Louis Post Dispatch (SL) - Monday, January 5, 1998

By: Virginia Baldwin Hick

Of The Post-Dispatch

Edition: FIVE STAR LIFT Section: BUSINESS PLUS Page: 1

Word Count: 1,209

TEXT:

Looking for post-holiday **bargains** in technology?

Now is a good time to consider refurbished computers. These are technically not...

... bad hard drive; sometimes just because a customer changed his or her mind.

"When you **offer** a 30-day money-back guarantee, you get returns," said Greg Lund of Gateway 2000...

...new, because it's more likely they've been "burned in" - left on for at **least** 36 hours to **find** the weakest parts. Most electronics that fail do so in the first few hours of...

... spokesman for Gateway 2000, gives two examples of the type of deals his company has **offered** in refurbished systems:

* A desktop 133 megahertz Pentium with 16 megabytes of RAM, a 12...

...these things," he said.

In addition to the usual ways of buying a new computer - **retail**, mail/phone order or **online** - dealers in refurbished computers have added a few new ways of marketing - the factory outlet, the **bargain** basement and the **auction**.

Sampe's company started as a factory outlet by mail, with a monthly newsletter. Now most of its business is conducted online ([www .jemcomputers.com](http://www.jemcomputers.com)). JEM has taken the **bargain** basement approach popularized by Boston's Filene's basement, which gained fame by marking down merchandise on a predictable schedule.

Computers in JEM's **bargain** basement are marked down another 10 percent each week. "Not everything we sell is in..."

...ll put one in the basement and let it fall in price, to determine the **bargain** -hunter price."

Another site, On Sale ([www .onsale.com](http://www.onsale.com)) establishes prices through **auctions**. The selling process follows the **Dutch auction** or Yankee **auction** format - if five items are **offered** for sale, the top five **bidders** get the buy. On Sale runs the **auction**, but buyers deal directly with vendors for shipping costs and guarantees.

JEM **offers** a 30-day money-back guarantee on everything it sells, in addition to the manufacturer...

...But some people want to see the unit they're buying.

Ordinary retailers like CompUSA **offer** some refurbished computers, although they may not call them that. It's a good idea...

...the floor as a refurbished unit."

Some CompUSA customers look for the refurbished units. "They **offer** great value - \$200 to \$300 savings," Vie said. "Others just will not buy a

refurbished...turned on by someone else."

You can also buy refurbished units from CompUSA online at www.compusa.com by clicking on Clearance Items.

Russell, of Computer Renaissance, buys his refurbished models...

... out what's available. The company deals over the telephone (800-846-3614) or online www.gw2k.com.

com/frameset.asp?s=home&p=remanufactured) or at its factory outlet in Kansas...

DESCRIPTORS: LBIZ; TREND; MARKETING METHODS; WEB SITE

24/3,K/5 (Item 1 from file: 632)
DIALOG(R) File 632:Chicago Tribune
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10122168

BIDDING WAR LOOK BEFORE YOU LEAP AT INTERNET AUCTION SITES
Chicago Tribune (CT) - SUNDAY, May 2, 1999
Edition: CHICAGOLAND FINAL Section: TRAVEL Page: 4
Word Count: 1,077

BIDDING WAR LOOK BEFORE YOU LEAP AT INTERNET AUCTION SITES

TEXT:

...Vegas and Atlantic City to get rich quick, millions of Americans are flocking to travel **auctions** on-line. Some indeed find **bargains**, but they're more likely to relearn two long-proved lessons: (1) You get what...

...wrote that for a European cruise next August with the Norwegian Cruise Line, "people are **bidding** . . . \$200 to \$300 more than an agent can get it from NCL's regular reservations."

So the fever goes. Some people find **bargains**, indeed, but some get burned. It isn't strictly luck that determines this, however, but also how much savvy you bring to the gamble.

A variety of travel **auctions** beckon from the Internet today. They usually stipulate a starting **bid** and the increments for raises. Some, however, are so-called reserve price **auctions**, in which the seller has a minimum acceptable price, undisclosed to **bidders**, which is higher than the starting **bid**.

Also, there are **Dutch auctions**, where the seller puts up multiple items of the same **offering** and sells them all at the lowest successful **bid**. And there are **reverse auctions**, in which you research a trip yourself, **seek** out the **lowest** price, make a tentative reservation and then list the trip on the **auction** site (such as www.travelbids.com). Travel agents **bid** for it, and the one who **offers** the biggest discount gets your business and does the ticketing.

Most important is to tread...

...two people at deluxe accommodations in any of 20 domestic resort areas for a minimum **bid** of \$5.20, ask yourself such questions as these:

- Who's making the **offer**? Is the seller affiliated with any major trade group, such as the American Society of...
...disclaimer that "this item is not endorsed, licensed or supported . . . in any manner" by the **auction Web site**.

- If you're a winner, what must you pay besides your **bid**? With the \$5.20 resort **offer**, round-trip air fare, to begin with. Rooms are subject to availability, and if you...

...that has seen better days?

- How can you guard against fraud? If you win an **auction**, consider placing your payment in an escrow account, rather than sending it immediately to the...

...easier to get a refund. Details on escrow can be obtained from i-Escrow Inc. (www.iescrow.com) of San Mateo, Calif. Also, fraud insurance is sold by some **auction** sites, such as the popular eBay (see www.pages.ebay.com/aw/help/help-faq-insure.html).

EBay also **offers** an excellent glossary of Internet **auction** terminology. See www.pages.ebay.com/aw/help/help-glossary.html

At this writing, I counted 19 **auction Web sites** with travel sections. Among them were these:

EBay (www.ebay.com): The Web's seminal **auction** site, where travel is one of many categories. Its SafeHarbor customer support section and feedback...

...help to protect against fraud, but the best safeguard is your own good sense.

TravelBids (www.travelbids.com): A **reverse auction** site (see above) where you can **seek** the **best** discount for any airline, cruise line, resort, dates of travel and class or room category. No restrictions, limitations or requirements.

Priceline.com (www.priceline.com): A widely publicized site, with full-page newspaper ads and Star Trek's William Shatner as its spokesman. It's not strictly an **auction**; rather, you decide where you want to fly or stay and how much you're...

...isn't convenient or the hotel is one you'd rather avoid.

Concordia Luxury Link (www.luxurylink.com): A California-based site whose **auction** section **offers** upscale tours, cruises, hotels, spas, yacht charters and the like.

AdventureBid.com (www.adventurebid.com): A Utah site specializing in adventure travel and ecotourism. It recently **offered** an Annapurna Millenium Trek in Nepal next Dec. 1 to Jan. 6, retail value \$45,000, minimum **bid** \$39,500 per person in group of 10.

The Connected Traveler (www.connectedtraveler.com): The site of Russell Johnson, a long-time radio and television broadcaster, it frequently **offers** vacation packages donated by members of the Pacific Asia Travel Association to support the PATA Foundation, which promotes sustainable tourism.

Yahoo! **Auctions** (auctions.yahoo.com/26178-category.html): A direct link to cruise and airline **offerings**. Recent **auctions** included that \$5.20 **bid** for two nights at any of 20 resorts.

Bidder 's Edge (www.biddersedge.com): A search site that scans other **auction** sites for **offerings** that meet your preferences. It alerts you by e-mail.

Lastminute.com (www.lastminute.com): A British discount travel site with an **auction** section. A recent **offering**: Saturday night in a double room at a luxury central London hotel and a ticket...

...the last day of the Monet exhibition at the Royal Academy of Arts. The high **bid** at the time: 250 pounds (about \$400). **Offerings** are exceptionally well described.

BidFind (www.bidfind.com): Another search site, whose participants include TravelBids and Bid 4 Vacations (www.bid4vacations.com).

AuctionWatch .com ([www .auctionwatch .com](http://www.auctionwatch.com)): A watchdog site that rates other **auction** sites and links you to them.

Inntopia ([www .inntopia.com](http://www.inntopia.com)): A Stowe, Vt., site that **auctions** stays at inns and small hotels. One recent Thursday, 12 of its 17 **offerings** were from Falling Waters Lodge in Leland, Mich. None had any **bids** .

Paul Grimes' e-mail address is paulmark@aol.com.

24/3,K/6 (Item 1 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
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05467321 SUPPLIER NUMBER: 54007784 (USE FORMAT 7 OR 9 FOR FULL TEXT)
New data on jobs and pay in large counties.(Brief Article)
Monthly Labor Review, 121, 11, 2(1)
Nov, 1998
DOCUMENT TYPE: Brief Article ISSN: 0098-1818 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 19434 LINE COUNT: 01579

... by the European Ombudsman, Jacob S"derman, in the last couple of days in a **bid** to make sure they keep their information policies as open and above board as possible...Minister Simon Upton; and Michael Zammit Cutajar from the UNFCCC-Secretariat. For further information, see [www .riia.org](http://www.riia.org) or fax (+44) 171/321 2045*Emissions Trading and Early Crediting is the...

...legitimacy. The book is published by Routledge, 11 New Fetter Lane, London EC4P 4EE, Internet: [www .routledge.com](http://www.routledge.com)*Environment and development: The Yearbook of International Cooperation on Environment and Development 1998...

...UK) - Tel: (+44) 1903/828800 - Fax: (+44) 1903/ 8280 2 - Email: orders@lbsltd.co.uk - **Website** : [www .earthscan.co.uk](http://www.earthscan.co.uk)..MM:EURE..II:2399..DD:19990414..AA:225..TT:FINANCE COUNCIL: INFORMAL...in March (see European Report No 2391), the experts have been pushing on with their **negotiations** . They have looked in particular at the technical aspects concerning the system for sharing tax ...by a quantitative and qualitative decline, characterised by a reduction in the number of films **offered** to cinema-goers in Europe and a growing uniformity of origin. With each passing year...

...for European countries if it had led to the distribution of Italian films in Spain, **Dutch** films in France, or Portuguese films in Germany, but according to FERA, this is not...
II:2399..DD:19990414..AA:343..TT:COMMISSION RECEIVES NOTIFICATION FROM VODAFONE OVER AIRTOUCH TAKEOVER **BID** ...XX:The European Commission's Merger Task Force received a formal notification, on April 6...

...as well as those coming from competitors. Banque Nationale de Paris (BNP), which is also **bidding** to merge with Paribas (through buying Societe Generale), has recently accused the other two parties of "unfair" behaviour, not least by manipulating share prices in the latest **offers** by the three banks. The deal, which originally had a question mark over which regulatory...voted in early April to proceed with their own agreed merger, have consistently refused to **negotiate** with BNP. Recently it emerged that both BNP and SG had complained to the Commission...

...other of manipulating its share price. The relative share prices are crucial in determining which **offer** is successful as BNP and SG are both **offering** to acquire Paribas by paying with their own shares. BNP is also **offering** payment in shares for SG. A rise in the share price of one of the banks makes its **offer** more attractive.-- Under the 1989 European Merger

Regulation (4064/89/EEC), turnover for financial institutions...

...notification from Johnson and Melitta (both involved in the production of household products) over their **bid** to take joint control of two German firms specialising in baking paper and household foils...system by urging the Member States to:- make it a punishable offence to produce, process, **offer**, distribute and possess child pornography, whilst specifying a uniform minimum age;- make it non-punishable...off. But - at the request of Ecuador which asked for the panel - the WTO report **offered** four ways out for the EU. These WTO-compatible options are:- a system with tariffs...

...free access for bananas from the ACPs;- a quota regime in which the exporting countries **negotiated** their own allocations with suppliers...MM:EURE..II:2399..DD:19990414..AA:503..TT:EU...
...a crucial point of principle involved. In fact, the Secretary of Commerce is supposed to **negotiate** another agreement with Italy to end the use of driftnets by July 15, 1999, and...twenty seven partners regret the failure to conclude all of the Association Agreements currently being **negotiated**, notably with one key player, Egypt. Only Tunisia and Palestine have already implemented their Association...

...the European Union. The EU has signed similar Agreements with Israel, Morocco and Jordan, and **negotiations** are ongoing with Egypt, Algeria, the Lebanon and Syria. The Euro-Med partners will emphasise...States, Canada, Japan, Germany, France, the United Kingdom, Italy - plus Russia), regarding this as the **best** forum for **seeking** a political solution to the Kosovo crisis. As for the UN Secretary-General, Mr Annan...isolate refugees in the extra-territorial military base of Guantanamo Bay in Cuba.* Any protection **offered** in the EU or other countries must provide for the rights set out in the...injection-moulded plastics and wire products, is reported to be at an advanced stage of **negotiations** to buy Wood Industries of the United States for up to USD34.9 million (GBP21...net profits of Euro 20 million. The merger will be carried out via a public **offering**. In 1998 Creyff's had a turnover of Euro 438 million, and net profits of...

24/3,K/7 (Item 2 from file: 47)
DIALOG(R) File 47:Gale Group Magazine DB(TM)
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05258797 SUPPLIER NUMBER: 53178757 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Can you actually patent a business model? A recent decision from the patent and trademark office says you can. And that isn't good news for entrepreneurs. (includes related article on the patent)
Buchanan, Leigh
Inc., NA(1)
Nov 1, 1998
ISSN: 0162-8968 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2069 LINE COUNT: 00160

... place where upstart Davids routinely fell bloated, convention-bound Goliaths. Priceline.com, a sort of "reverse auction" for airline tickets that launched in April, and three-year-old CyberGold Inc., which pays...

...line commerce wasn't radically different from what had come before it. Buy a book. **Bid** on cattle. Check your account balance.
Jay Walker, vice-chairman of priceline.com and chairman...they're not erecting barriers to entry ("We don't want to discourage people from **offering** incentives....But we want them to pay us royalties," CyberGold CEO Nat Goldhaber was quoted on Wired News's **Web site** at the time of the announcement), preexisting patents may dampen the enthusiasm of some entrepreneurs...

...in the Internet industry come as a result of competition," says Ken Smith, director of on-line retailing for electronic-commerce consultancy Mainspring. "I think of AOL in the early days going up against Prodigy...

...patent, and if they don't want to pay the toll, they can work to find a **better** way of doing it."

Larry Schwartz, president and CEO of **Auction** Universe, based in Yalesville, Conn., isn't worried, even though his company is in the process of launching a "buyers **auction** " that has some elements in common with priceline.com's model. "We've got lots..."

...a "controller" the authority to conclude the transaction. The controller then alerts sellers, who may **accept** the **offer** and charge the buyer's credit card.

The model has fairly limited applications, most experts agree, and is unlikely to affect even companies that already operate Web-based **auctions** . But Walker Digital has 200 more patents in the works and could, potentially, trample on...

24/3,K/8 (Item 3 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
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05236154 SUPPLIER NUMBER: 21175014 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Small suppliers are willing to battle for business from the Fortune 500.

But Glen Meakem is letting only the fittest gladiators into the arena.(includes related interview with Meakem)

Inc., v20, n13, p62(1)

Sept 15, 1998

ISSN: 0162-8968 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2079 LINE COUNT: 00160

ABSTRACT: Glen Meakem of FreeMarkets OnLine points out that marketing through the Internet **offers** a vast opportunity, but that some businesspeople will be surprised to learn that the Internet...

... company owners may be mistaking the hot seat for the catbird seat. To them he **offers** three expectation-lowering truths. One: The Internet gives far more power to buyers than to...

...them to buy \$500 million.

At a glance, FreeMarkets resembles a combination of an Internet **auction** house, like the relatively successful Onsale, and an industrial mall, like the doornail-dead Nets...

...to a manageable number (usually somewhere between 3 and 50), it hosts a real-time **auction** on the Internet, in which the finalists battle for the business.

FreeMarkets collects both service...

...As a result you can go to the dealer fully armed and do much, much **better** in the **negotiation** . Companies like **mine** are doing the same thing, only instead of cars it's plastic-injection molded parts...

...allow a buyer to put suppliers into direct competition with one another in on-line **auctions** . If I'm a buyer, it's a choice between doing manual **negotiations** with five different suppliers to see whom I'm going to buy from, or qualifying...worked briefly on a precursor of GE's Trading Process Network, which also used a "**reverse -auction** " scenario, in which sellers do the **bidding** . What's the difference between FreeMarkets and TPN?

Meakem: I learned two things at McKinsey...

...were creating the GE Electronic Marketplace, which later became TPN. We did a series of **bids** with GE suppliers in late 1994, and I realized, "Hey, the technology is great. You..."

...amounts of data. You can have real-time interactivity across a network so people can **bid** back and forth. You can really create a market." The problem was that without the...

...if the buyer hasn't done a good enough job defining the specifications

he's **bidding** out, the market fails. So it seemed to me that the thing you had to...

...the bottom line.

Inc.: Many people say that Nets Inc. stumbled, in part, because its **offerings** were too broad. Are there things corporate clients buy that you wouldn't sell?

Meakem...

...a number of companies, ranging from a start-up called Ariba Technologies to IBM, that **offer** excellent buyer-driven on-line catalogs. MRO supplies is not one of our targets.

We...

...Of course, the Holy Grail of the on-line market industry is to be the **Web site** where all the buyers and sellers in a particular industry come to do business. To...

24/3,K/9 (Item 4 from file: 47)

DIALOG(R)File 47:Gale Group Magazine DB(TM)

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05186583 SUPPLIER NUMBER: 20931228 (USE FORMAT 7 OR 9 FOR FULL TEXT)

www + flair = new.business. (competitive advantage with Internet utilization)(includes related articles)

Bowen, David

Management Today, p84(4)

May, 1998

ISSN: 0025-1925 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2565 LINE COUNT: 00195

www + flair = new.business. (competitive advantage with Internet utilization)(includes related articles)

... phone call, it has managed to 'destroy distance'. And with some style: pages on the **world wide web**, rich in graphics, photos and even sound, make the boring computer screens of old seem...

...lives with the same lack of fanfare as the fax did 15 years ago. The **world wide web** has suffered from no such lack of publicity. It is the internet's glamour kid...

...a campaign on MTV to drive traffic to the site. Once there, visitors found an **offering** that trod a delicate line between wit and smut, and also the **offer** of free Durex samples to anyone who filled in 'and e-mailed back a questionnaire...

...information, they gather points they can swap for goodies at their local Shell station.

Transactional **web sites**, where you can buy things, should not need such gimmickry to attract traffic. But they...

...One such site, Amazon, a US web-based bookshop with 2.5 million titles on **offer**, is often referred to as 'the biggest bookshop in the world'. If Amazon is to...

...internet. First, because the company already has a slick phone ordering and fulfilment system, the **web site** integrates easily into it. Second, it is not just a selling but also a customer service operation. It **offers** 10,000 documents, mostly technical manuals, that can be downloaded and printed out, and lets...possibly a chain of companies. If you order a personal computer from Gateway 2000's **web site**, you can tailor it (by screen size, power, software etc), and pay by credit card...

...for suppliers. It can also reduce the cost of electronic purchasing by encouraging e-mail **bidding**, while buyers should also benefit because bigger choice means lower prices. General Electric's US lighting division uses an internet-based system to ask for **bids** to supply standard items, and says its cost of purchasing has dropped by 5% to...

...this mean the 20-year trend towards smaller supply bases is about to go into **reverse** ?

Consultants have been pushing the logic of internet-based supply chains to see what might...

...example is Global RP (see above), but others are emerging. Womex, for example, is a **web site** that brings together buyers of general goods (mostly in Western department stores), and manufacturers (mostly...

...have tramped around the Far East taking photographs of products and putting them on its **web site** . Buyers can see what is available along with the information they require such as lead...

...and, in theory, more business all round.

The ultimate 'bazaar' model must be the online **auction** . Here interactivity and the ability to change information instantly combine profitably with a huge potential audience. Several airlines have used online **auctions** to clear tickets, while the **auctioning** of computer equipment in the US is becoming almost commonplace. In the UK, the recently ...

...of-date. Before, this would have been sold off cheaply to the developing world. By **selling online** , Quixell gets a better price for the manufacturer and **offers bargains** for the buyer. Nice bit of lateral thinking, that.

Direct route into the booking system...

...rate marketing and customer service tool. The idea, of course, is for the company to **find the cheapest** and easiest way of making bookings, says Peter Dennis, manager of interactive sales and marketing...think about the internet,' Dennis says. A weakness has been the inability to display specially **negotiated** corporate rates. That is now being overcome, using the medium's ability to segment an...

...done', according to Nick Gladwin, the company's sales support engineer.

Global RP's key **web site** , Cyberbuild, can be accessed only by the three dozen rapid prototypers that have signed up...

...with an 'online community' of readers. Set up in London in 1995, it is a **web site** which acts as a journal, a library and a 'club' for 150,000 biological researchers...

...members join, they fill in a form listing their specialisations. Tempted (by promises of special **offers**) to an area called 'your room', they see only relevant ads which they may also...

24/3,K/10 (Item 1 from file: 570)
DIALOG(R) File 570:Gale Group MARS(R)
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01742212 Supplier Number: 54309558 (USE FORMAT 7 FOR FULLTEXT)
At Your Bidding.(TravelBids.com)
O'Dowd, Sally
Travel Agent, v294, n6, p24(1)
March 15, 1999
ISSN: 1053-9360
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1730

(USE FORMAT 7 FOR FULLTEXT)
At Your Bidding.(TravelBids.com)
TEXT:
You now can sell travel through an online operation that resembles an **auction in reverse**
... site may be missing a fast talker with a microphone, but

TravelBids. com is an **auction** just the same. Agents who **bid** on consumer travel requests say it's an efficient moneymaker, but critics wonder why retailers...

...have desk space as when someone enters the office."

The TravelBids operation actually is an **auction** in **reverse** . Buyers (travelers) present what they want to buy, and sellers (agents) **bid** on the sale price. About 70 agents from around the country have signed up to **bid** , Segal says. Agents must be ARC-accredited and based in the U.S., but Segal...

...able to give up more commission than other agents, which means they will win more **auctions** , Segal says.

Under the regular listing format, travelers make their reservations directly with airlines, resorts...

...they don't provide a credit card. They then enter the reservation information on TravelBids' **Web site** [www .travelbids.com] and specify a **bidding** period from one to 72 hours. Upon viewing the listings, agents decide how much commission...

...to give away, reducing the fare accordingly. The agent with the lowest price wins the **auction** , takes over the reservation, pays with the traveler's credit card and provides the tickets...

...for this story as it is in a quiet period due to its forthcoming public **offering** .

The maximum-price listers can specify a range of dates to give the participating agents more opportunities to **find** the **lowest** price, Segal says. The regular and maximum-listing formats both require agents and consumers to pay \$5 each time they participate. The agents' **bids** are also listed on the site; some listings get several **bids** within minutes. (Hit the "Best of Recent Listings" icon for a peek at the **bidding** process). Clients, who give their credit card numbers at the beginning of transactions, are obligated...

...them. The travelers are under no obligation to buy. Up to three agents can submit **bids** , which are E-mailed to the consumers but are not displayed on the site. Travelers pay \$5 for each full-service listing, which they get back if no agents submit **bids** .

The three services were designed to give consumers a better bang for their buck and...

...it comes to getting the best prices for travel," Segal says. "Companies can easily get **bids** from many sources when they're trying to figure out where to give their business."

Last year agents submitting **bids** on the site sold \$4 million in travel. Of the total, 90 percent came from...

...to make money. Independent contractor Susan Skinner says her business has tripled since she started **bidding** . "I've made a lot of new clients after selling them a simple ticket somewhere...

...20,000 in travel a month, 80 percent of which comes from TravelBids clients. She **bids** five or six times a day, including on weekends. Although she usually wins one **auction** daily, she doesn't have a formula for how much commission she's willing to...

...can afford to give up some of my commission and still be satisfied."

Recently she **bid** on a Jamaican package, charging two clients \$730 a person. She earned a 10 percent commission, making \$146 in 20 minutes. She refuses some **bids** , such as a regular listing from a client who found a \$277 air fare from...

...nothing, she says.

At presstime she was waiting to hear if she'd won an **auction** involving a client who wanted to buy 20 spaces on a Caribbean cruise. "To stumble...

...minutes to call the cruise line the client specified and decide what she wanted to **bid** . "When you think of that kind of a sale and you pay only \$5 to win, it's a neat **bid** ." If she wins, she'll earn \$800, sacrificing \$1,000 to get the business.

Stuart Dennis, owner of Uniglobe VIP Travel in Nampa, Idaho, **bids** four times a week and calls his earnings "gravy money."

"I've made enough that..."

...the equivalent of 8 percent commission and a \$10 service fee. He also goes after **bids** involving three or four travelers, as a way to multiply commissions. "It's not going..."

...Travelers can request information, which is sent to the members-only section of the site [[www .astanet.com](http://www.astanet.com)]. Members then E-mail the travelers to **offer** their services.

While TravelBids is not for everybody, Segal hopes more agents will sign up. That would mean better **bargains** for consumers and tougher competition for agents, however. Like so many other entrepreneurs, Segal believes...

...For more information, call 303-443-3600, fax 303-443-4705, E-mail [[support@travel bids .com](mailto:support@travelbids.com)] or [questions@travelbids.com], or access the **Web site** .

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...they choose; each agency will conduct interviews in a private room. Check out TSG's **Web site** [[www .travelso lutionsgroup.com](http://www.travelso lutionsgroup.com)] or call toll-free at 877-449-JOBS for dates, locations and...

...remain the primary sales force for cruises because consumers have detailed questions concerning the varied **offerings** .

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PRODUCT NAMES: 4811524 (Teleshopping Services); 4721000 (Travel Agents); 5997000 (Art Dealers, **Auctioneers**